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March 11, 1968

RAILWAY AGE

THE TRANSPORTATION WEEKLY

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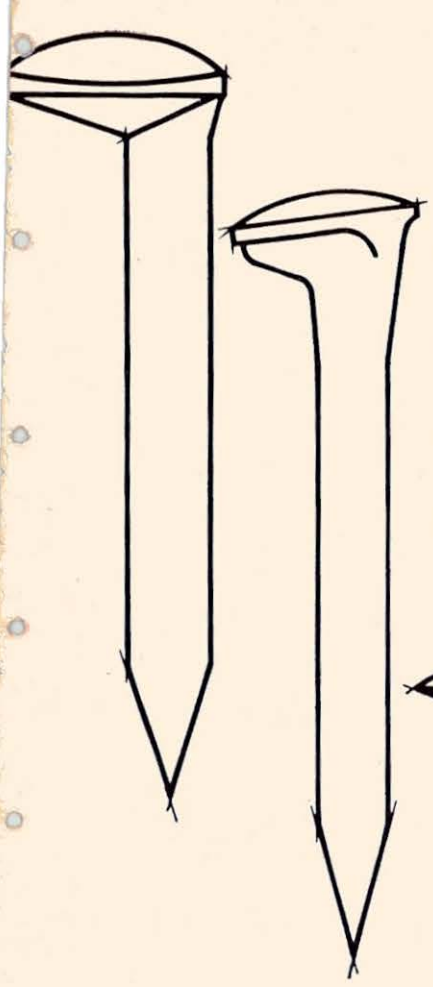

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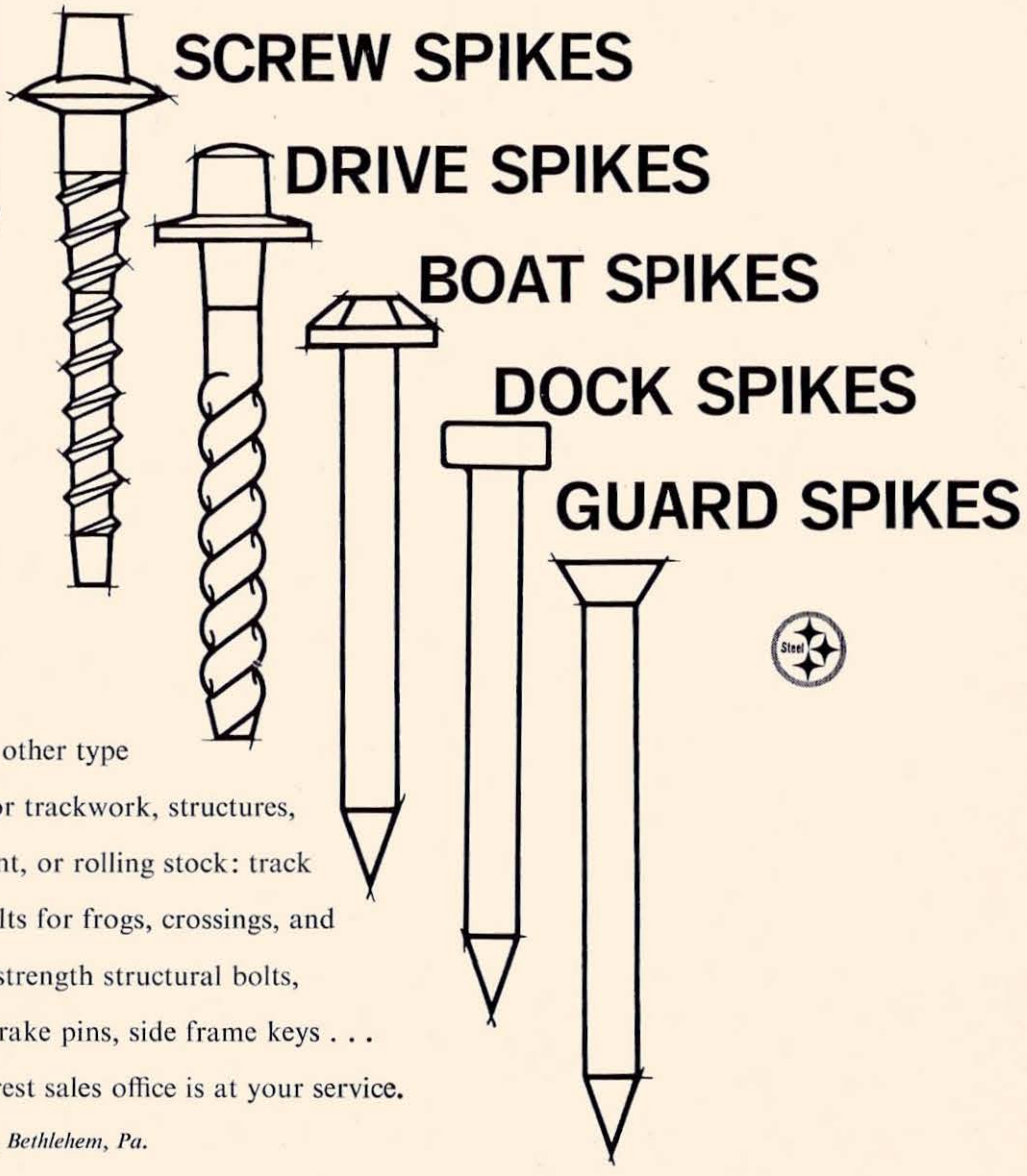

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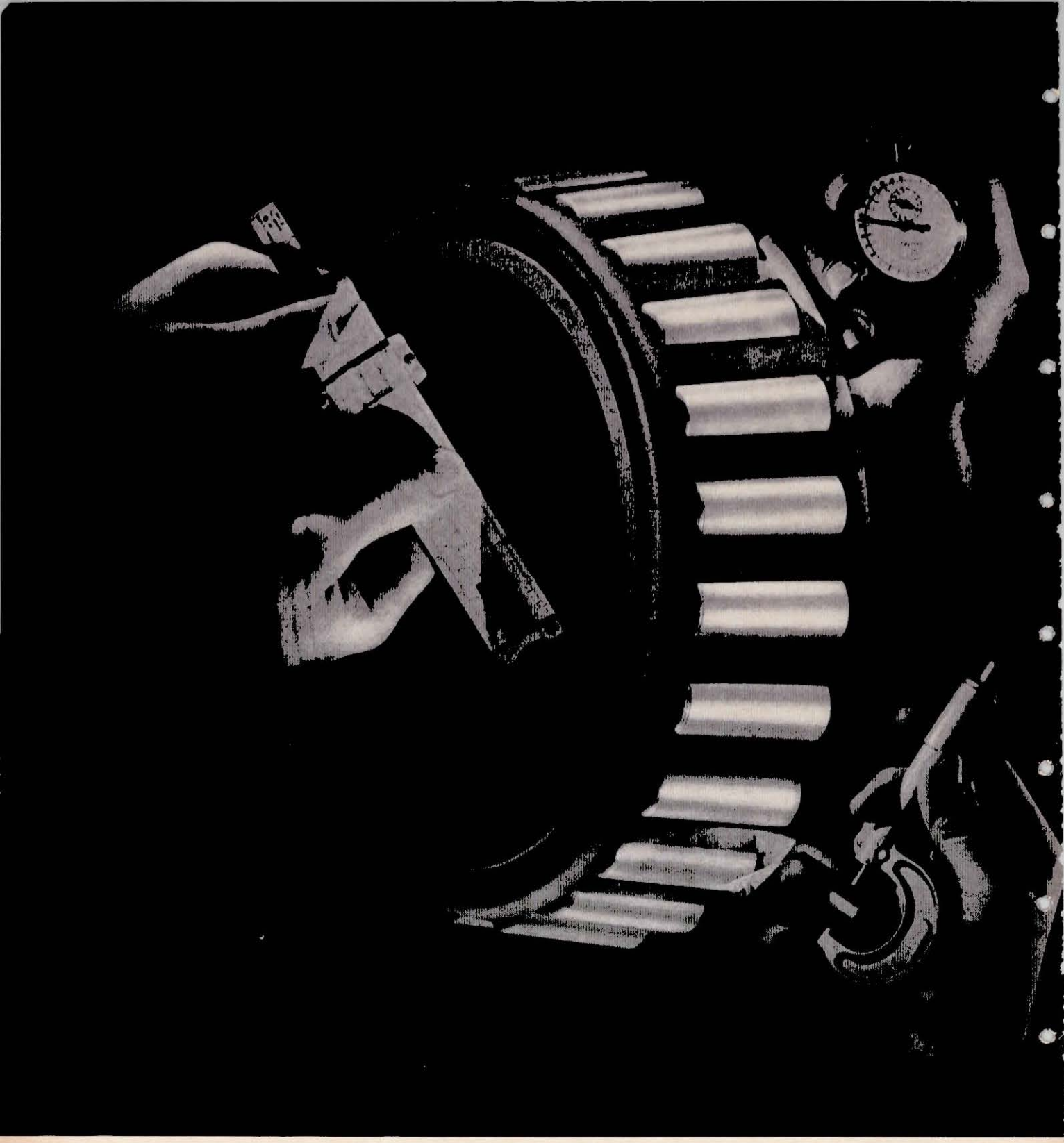

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RAILWAY AGE

March 11, 1968 • Vol. 164, No. 10

THIS WEEK

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But who will speak for the nation's freight railroads?

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. . . AND COMING NEXT WEEK

Railway tracks and bridges are taking increasing punishment from the heavier cars that are now moving over them. What precautions should be taken by M/W officers in view of these heavier loads? Are there possible problem areas that should command their attention? Is more heavier rail needed? These and many other questions are examined next week by G. M. Magee, assistant to vice president-research, AAR.

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RAILWAY AGE • RAILWAY TRACK AND STRUCTURES • RAILWAY PURCHASES AND STORES

SHORT AND SIGNIFICANT

ICC suspends higher rates on appliances

Responding to protests by the Association of Home Appliance Manufacturers, the ICC has suspended higher tariffs for appliance shipments. The new rates were based on proposed raises in minimum loading weights for 50-ft standard and 40- or 50-ft high-roof box cars. The increases would cost the appliance industry $2 million annually without allowing appliance makers to share cost benefits from heavy loading, AHAM says.

Motion-weighing for freight cars gets 5-day show

U.S. and foreign railroad representatives got a good look at coupled-motion freight-car weighing during a seminar at Highland Park, Ill., March 4-8. Sponsored by Railweight, Inc., manufacturer of the computerized system, the seminar covered use, maintenance, design, construction and operation. The system is said to reduce transit time and costs and to promote car utilization and accurate weighing. The most recent customer is the British Coal Board, which expects to have 10 Railweight systems operating by summer.

First PC yard starts operating at Toledo site

The first major consolidation of yard operations for Penn Central now is operating at the former NYC Stanley yard in Toledo, Ohio. The yard-merger means a saving of up to one day for former PRR traffic between Detroit and points south of Toledo. The 42-track hump yard holds 2,000 cars and handled a daily average of 1,300. Traffic there is expected to increase 45%. The former Pennsy Outer yard will be used for local traffic.

Sites will leave AAR to take Carl Byoir post

James N. Sites, assistant vice president, public relations, of the Association of American Railroads, is terminating 14 years of service with the AAR. On March 11 Sites becomes vice president of Carl Byoir & Associates, Inc., in charge of that public relations firm's Washington, D.C., office. Henry G. Leader, manager of Byoir's Washington office for five years, will continue to carry out assignments there for the time being. Sites, 44, is the author of a book, "Quest for Crisis," which came out of a year's study of foreign transportation networks.

Milwaukee seeks Portland entry via short line

As part of its plan to gain entry to Portland, Ore., the Milwaukee Road has asked the ICC for permission to share the ownership of the Peninsula Terminal Co., a 3.8-mile line in the North Portland area. Union Pacific and Spokane, Portland & Seattle are attempting to buy and control the line; Milwaukee wants to operate into Portland over Northern Pacific and SP&S tracks from its terminal at Longview, Wash. Access to Portland is one of Milwaukee's conditions for agreeing to the Northern Lines merger.

Merger planned by WABCO and American Standard

Shareholders of Westinghouse Air Brake (WABCO) and American Standard, Inc., will vote May 16 on a merger proposal that was approved March 4 by the boards of both companies. The agreement came in the face of efforts by the Crane Co. to gain control of WABCO. Under the merger proposal, WABCO would continue to be operated by its present management as a separate unit of American Standard. WABCO, a major railway and rail transit supplier that also makes equipment for the construction, petroleum and mining industries, netted $12 million in 1967. American Standard (formerly the American Radiator and Standard Sanitary Corp.) supplies building products, security and office systems, and industrial and technical products, and earned $13.5 million in 1967.

MONDAY MORNING REPORT

RAILROADS: A WALL STREET VIEW

The financial community's highly-respected railroad analyst, Pierre Bretey, of Hayden, Stone, Inc., has taken both a short and a long-range look at the railroad industry's future prospects—and what he says he sees might best be described as years of plenty for the industry. Plenty of traffic, plenty of earnings and plenty of opportunities for the railroads to develop.

THE SHORT TERM IS FULL OF "MAYBES" . . .

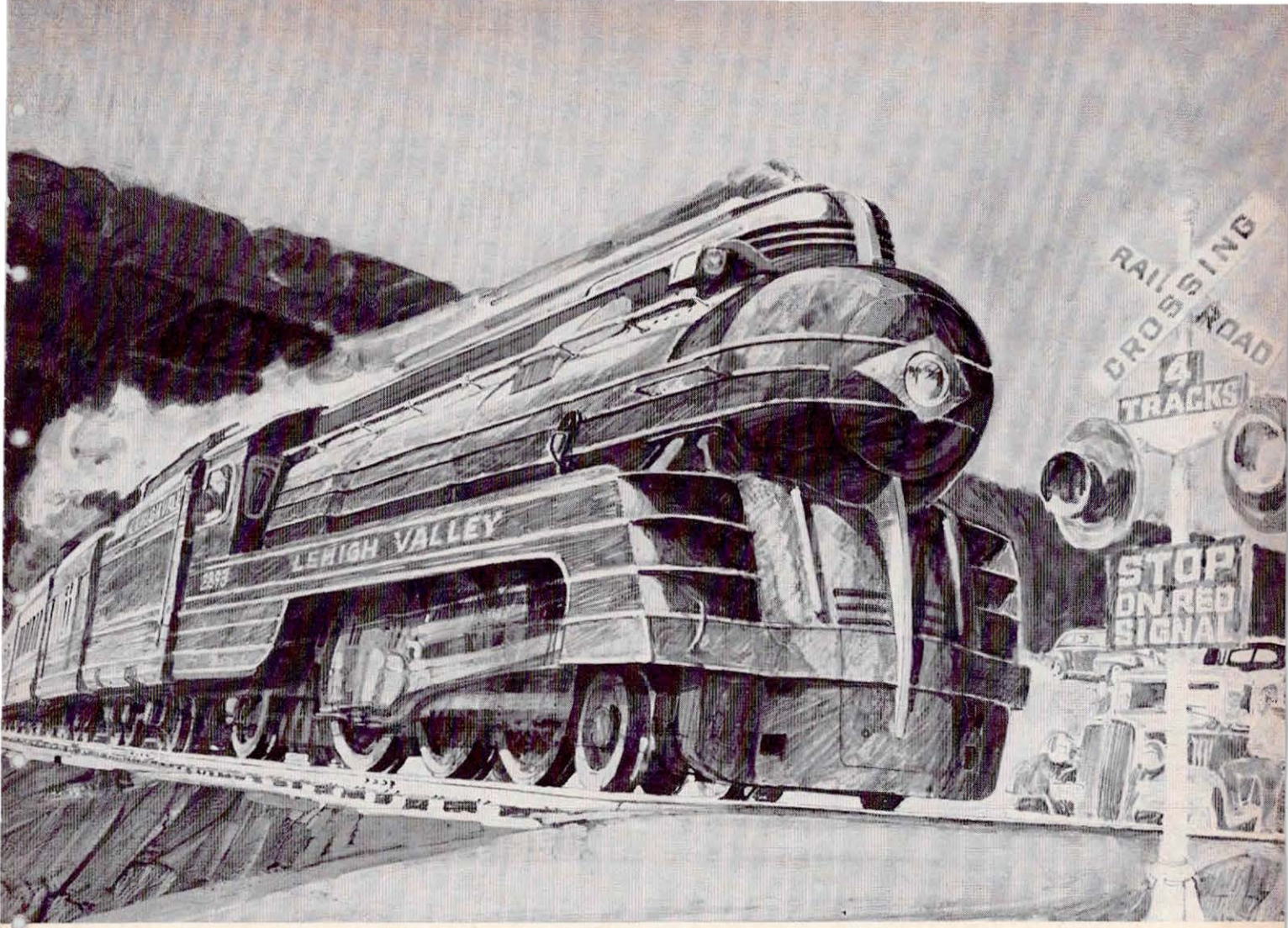
Looking at the railroads' immediate situation, he believes 1968 has all the makings of a financially healthy year for the roads with earnings possibly approximating 1966 levels of $902 million despite the shrinkage of some $300 million in earnings in 1967 to around the $600 million level. In making his forecast, however, he points to hovering uncertainties (i.e. wage escalation and promises of major strikes, a profit squeeze, high interest rates and probable tax hikes) that could put the damper on things. "Obviously," says Bretey, "such a forecast depends on a healthy economy throughout the year, particularly in the last six months, a period currently being characterized as one of uncertainty by many authorities of the business scene."

. . . BUT THE LONGER VIEW IS A LOT LESS IFFY

When Bretey dials his financial forecasting machine to "1968-1975," the expectations are great and the industry's anticipated performance in the years ahead is based on some solid trends. "Indeed, the financial community believes an earnings goal well beyond any previous levels can be achieved within the next decade," adds Bretey. And on what do he and his Wall Street colleagues base their projections? Among other things, on an expected increase in ton miles from 1967's 720 billion to 1 trillion by 1975 increasing income by $900 million; a $300 million savings in operations through introduction of second-generation diesels to replace obsolete models; a $250 million cut in passenger deficits; a $100 million savings in property taxes through more enlightened court decisions; an additional $100 million in earnings from real estate; savings of $250 million through mergers; and $500 million savings in operations as a result of ACI and data processing.

ONE PROBLEM: THE "COMMUNICATION GAP"

Bretey also passes along some good advice for railroad men. While the future may see everything coming up roses, the industry should do some cultivating of shippers to let them know the reasons for such justified optimism of the industry's long-term future. "Thus," advises Bretey, "you can close a communication gap, one of the weakest chinks in your industry's armor." And the reward: the regaining of a sizeable traffic volume lost to competing modes.



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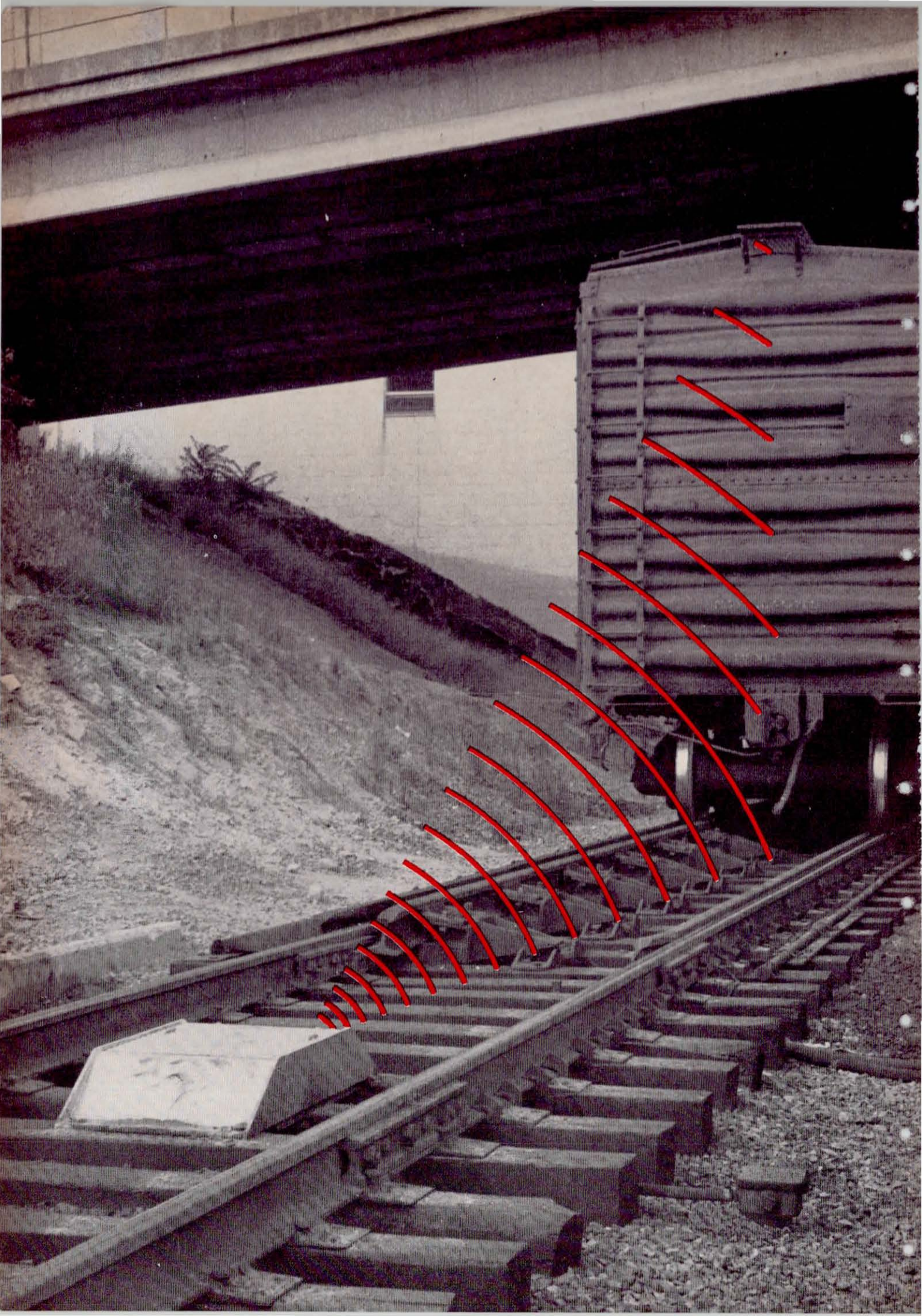

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THE TRANSPORTATION WEEKLY
March 11, 1968

WEEK AT A GLANCE

Signalmen bid for 25% wage increase over three years

The Brotherhood of Railroad Signalmen is serving Section 6 notices demanding a 25% wage increase in three steps and 90 cents an hour in skill differentials in five steps, over the next three years. Railroads are being asked for national handling of the movement. BRS notices call for wage boosts of 10% July 1, 8% July 1, 1969, and 7% July 1, 1970, with the additional skill differentials to be paid 30 cents an hour July 1, and 15 cents more each six months to mid-1970. BRS President C. J. Chamberlain contends that "there is a huge gulf between wages of skilled signal employees and skilled workers in other industries. The wage differential between skilled and semi-skilled signal employees is compressed severely. This wage notice is designed to remove these inequities." According to Chamberlain, about 80% of the 11,500 rail-employed signalmen are rated as skilled.

Burlington sets up a real-time car-tracing plan

The Chicago, Burlington & Quincy's IBM System 360/40 computer center in Chicago has gone through its shakedown phase, and freight-car tracing operations on the system are now on a real-time basis.

Shippers can dial in via Telex; TWX service will be added in the near future.

Eventually, the computer may be getting about 10,000 information inquiries during the peak business-day, from 8 a.m. EST to 5 p.m. PST. Inquiries at a rate of 650 per hour can be handled without delay.

LV special train hauls massive chemical equipment

The world's two largest cryogenic heat exchangers started toward Africa last week via the Lehigh Valley. The units weigh almost 250 tons each and are nearly 200 feet long and 13 feet in diameter.

The new units began their journey at the Wilkes-Barre, Pa., shops of the manufacturer—Air Products and Chemicals Inc. A special Lehigh Valley train carried them to dockside in Jersey City, N.J., where they were loaded aboard a ship bound for Libya. Each of the heat exchangers required five flat cars to provide the necessary articulation to negotiate curves.

The units are believed to be the largest pieces of chemical process equipment ever shipped abroad in assembled form. They will be used to liquefy natural gas so it can be transported to other countries. Two more identical heat exchangers will be shipped by Air Products this spring.

New safety laws are recommended

Legislation has been recommended giving the Federal Railroad Administration authority to prescribe regulations requiring emergency means of escape from, and emergency lighting of, railroad passenger cars.

The legislation is among recommendations of a report by the National Transportation Safety Board. The report dealt with the grade-crossing accident in Everett, Mass., on Dec. 28, 1966.

The accident was a collision between a one-car Boston & Maine train and a tractor-trailer combination. Eleven passengers and two train-service employees were killed and 18 others injured. The trailer was loaded with fuel oil which burst into flames, and that caused the fatalities and injuries to the passengers and crew members trapped on the train.

The Board found that the probable cause of the accident was failure of the tractor-trailer brake system which caused an unreleaseable application of the brakes and thus stalled the motor vehicle on the crossing. This and other findings and the Board's recommendations reflect findings and recommendations made some ten months ago in a report on the accident by Examiner Robert R. Boyd of FRA's staff (RA, May 29, 1967, p. 70).

Railroads file for rate increase

The railroads brought their new rate-increase proposal to the ICC last week. It came in a petition seeking permission to publish the proposed increases in a master tariff to be filed this week (RA, Mar. 4, p. 13). This procedure was announced in a statement which gave no estimate of the amount of additional revenue being sought. It said only that the increases would vary from commodity to commodity.

GUS WELTY

LINES ON LABOR

"HUMANITARIAN OF THE YEAR" awards will never go to those rail union leaders who insist that unneeded jobs be restored, and that unneeded men be hired.

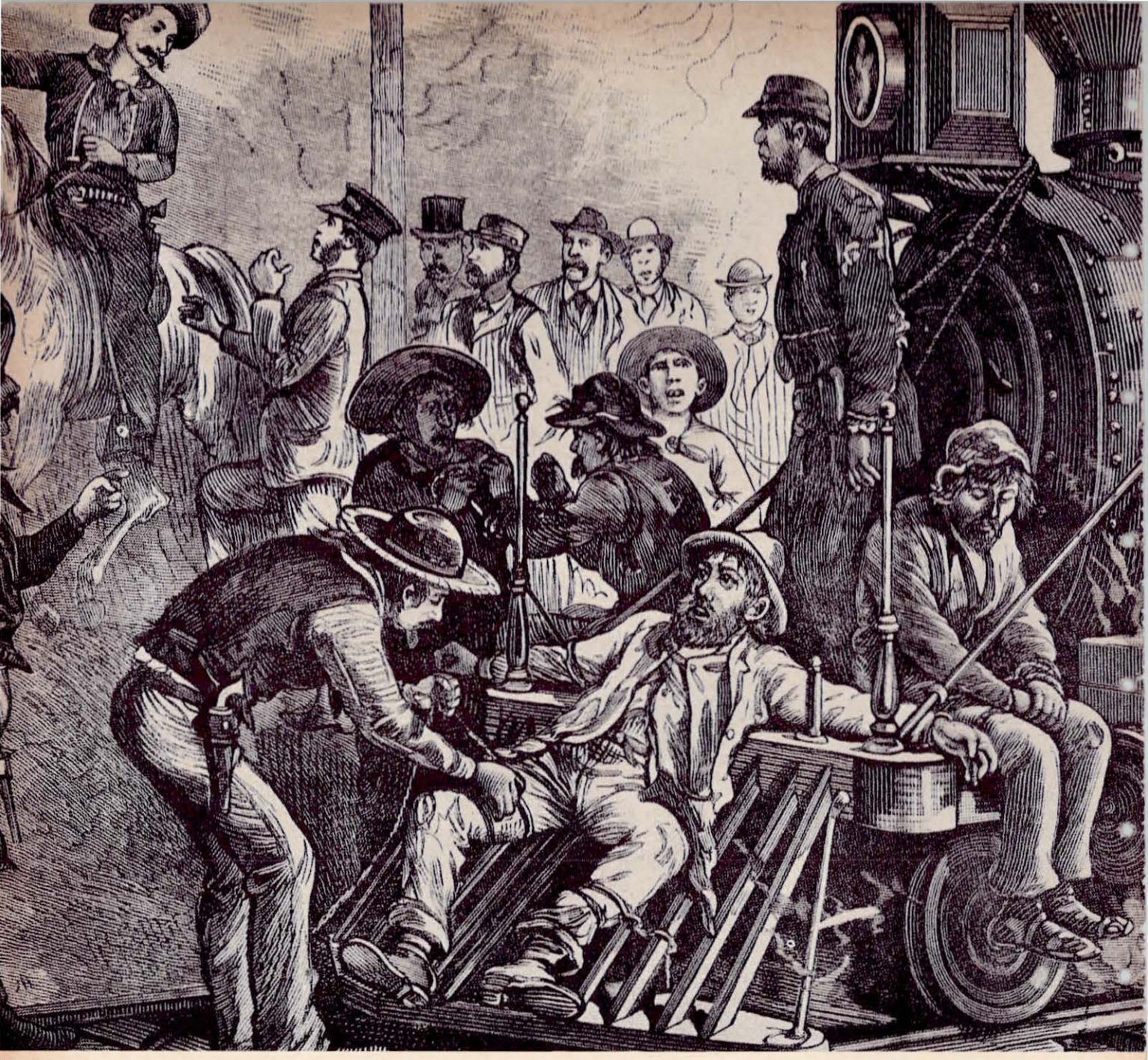
LET'S TAKE a hypothetical case. Say the organizations are successful in their efforts to force re-posting of firemen's jobs and trainmen's jobs blanked through arbitration proceedings. Say railroads are forced to make new hires. Say, for purposes of argument, that 6,000 jobs have to be restored, and that men have to be found to fill them. What happens next?

FOR A FEW YEARS, 6,000 men make a good living as railroad employees. The average guy is married, so figure there are 6,000 wives depending on railroad wages. The average guy also has kids, maybe two per family, so add another 12,000 dependents. That adds up to 24,000 men, women and children benefitted by the unions' efforts to make employment where none is really needed.

HOW LONG do the benefits last? By all the laws of economics and logic, they last for a few years—no more. Then, one way or another, the jobs are again abolished. And 6,000 men with 18,000 dependents—men who should have been devoting their time to building careers—will find themselves starting over, somewhere else, at the bottom.

OLDER EMPLOYEES, those with a real stake in the industry, will also suffer. New ideas in railroading, business-getting ideas, cost money. Often as not, they demand new flexibility in operations. If artificially-inflated labor costs drain away the money, if new restrictions kill flexibility, new ideas won't be implemented. A case-in-point, from one labor-relations officer: "If we're going to have to over-staff train crews, you might as well forget about the short, fast, frequent train-service concept."

FROM WHAT YOU SEE and from what you hear, there can be little doubt of union intentions: So far as trainmen are concerned, so far as firemen are concerned, the organizations will make every possible effort to force employment of the maximum number of bodies. They may well win short-term victories. Railroads may at some point have to go out and hire men to fill jobs which neutrals have said aren't needed, jobs which experience has proved aren't needed.



In the 80's, railroads occasionally carried other than revenue freight and conventional passengers, usually by arrangement of a local clean-up committee.
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Super reefer is designed to cut costs

The Canadian National has developed a super-insulated freight car. The car keeps itself so cool or warm that it may eliminate the need for refrigerating or heating units for some types of traffic.

● **Saves money.** From a dollar point of view, says Maurice Archer, vice president of CN's research and development department, the car is an important breakthrough in construction and operation of refrigerated and heated equipment. Compared with standard equipment, the car is said to be much cheaper to build. Also, it can maintain controlled temperatures, including deep freeze, with substantially less fuel.

"Annual savings in fuel costs of $500 per car are in prospect," Archer says.

Key feature of the car is a foam insulation system that reduces heat loss by more than one-half. The foam becomes part of the car's structural support system, which reduces the use of wood to an absolute minimum. Heat transfers through wood six times faster than it goes through polyurethane.

Almost seven inches of foamed-in-place polyurethane insulation envelopes the car. Only three wooden stringers have been used in the plywood floor. The floor is predominantly supported by the polyurethane insulation.

The temperature control system of the car is mounted in the door. This arrangement provides a clear interior car length of 50 feet. The unit will maintain temperatures ranging from -10 degrees F. to +70F., no matter what the outside temperature is.

● **Less servicing.** The heat-saving feature of the car will enable it to operate between major terminals or to destination without servicing. That, it is claimed, would be true even if a mechanical failure should occur en route. Also, the refrigeration unit will not have to cycle as frequently, because of the improved insulation.

Full advantages and ultimate potential of the car are not yet known, CN says. It will be subjected to advanced tests during the next several months. A major experiment planned for the coming summer is the use of a liquid nitrogen cooling system.

The car was designed by J. Lamont of CN's technical research branch, with help from K. Arrey of the CN equipment section. ■

LUTHER MILLER

AS THE EDITOR SEES IT

BUT IS IT RAILROADING?—Last week's special transit issue of Railway Age carried a news-behind-the-news cover story on New York's $2.9-billion mass transit program, and a number of other stories on transit developments across the land. All of which led one faithful reader to comment: "Fine and dandy. But what has all of this got to do with railroading?" A lot, we dare to suggest.

TAKE A GOOD LOOK—A careful reader will discern that New York's program involves commuter railroads as well as rapid transit—and, prosper or perish, a lot of railroads are still in the commuter-hauling business. Of great significance, New York has recognized not only that commuter trains are a public convenience and necessity; it also recognizes that in most cases they can no longer pay their way; and that privately owned railroads, if they are going to continue to be privately owned, cannot be required to pick up the tab for an essentially social service. Many have come around to this common-sense way of thinking; New York has put its money where its mouth is.

THE EVIDENCE—Specifically, the New York program provides for the state purchase of 624 new railroad commuter cars—350 for the Long Island (now owned by the state), 144 for the New Haven, 130 for the Penn Central—along with a considerable number of other improvements, all adding up to a minimum of $200 million. (Few railway suppliers will argue that *that* isn't railroading.)

AND WHAT IT MEANS—All of this has a two-fold importance for line-haul railroads: (1) As already suggested, it recognizes that when private enterprise is required to perform a public service at a loss, it must be indemnified. (2) It gets railroads out of a difficult dilemma. Over-aged, shabby trains contribute to the poor public image of railroads. The kind of trains that will emerge from New York's program can't help but improve this image. And there is something further to be remembered: Mass transport is dramatizing, as freight trains can never by themselves dramatize, the great vitality that railroads still possess. Like it or not, the way to a legislator's heart is through the passenger train. With recognition of the great role railroads still can play in passenger short-hauls, can recognition of their role in freight long-hauls be far behind? It won't come automatically, as we suggest elsewhere in this issue (p. 40). But important groundwork is being laid. We asked at the outset: "But is it railroading?" You can bet your sweet ton-mile it is.

GM&O paper mill trains align their own routes

The automatic route-setting arrangement, devised to serve a paper mill near Montgomery, Ala., is activated by a caboose-carried coil. A dispatcher 93 miles away can also control the system.

The Gulf, Mobile & Ohio is saving time and money and providing better service by using an automatic route-setting system. The service involves running 50-car trains hauling wood some seven miles from the west end yard at Montgomery, Ala. The trains go to a Union Camp Corp. paper mill which is off the main line on a spur track.

GM&O is hauling about 14,000 carloads of wood a year to the mill. The lading ranges from pulp logs to wood chips. Outbound moves from the mill include empties and about 6,500 carloads annually of paper packageboard.

● **How it works.** Key to the automatic route-setting system is the means by which the paper-mill trains actuate circuits to pre-condition the junction switch and route-governing signals. All the trains have assigned caboose No. 2862. Mounted in a frame underneath the caboose is a tuned inert coil.

As a train proceeds along the main line, the caboose-carried coil passes over a detector coil mounted between the rails at a point 12,500 feet in approach to the paper mill junction home signal. Inductive coupling between the two coils causes a control signal to be sent over line wires to the junction. The signal calls for the power switch to be lined for a move up the paper mill spur.

If conditions are safe, the power switch is reversed (it is normally lined for main line moves). Once the switch is reversed, controls clear the home signal. Meanwhile, the paper mill train proceeds over the main line. The engineman receives an approach indication (yellow aspect) at the approach signal). The signal is 8,500 feet beyond the detector coil location and 4,000 feet in approach of the junction. As he approaches the junction, the engineman receives a restricting speed indication (red over lunar white) from the home signal. He then proceeds through the junction and up the paper mill spur without stopping.

● **Ascending grade.** In addition to eliminating the time required to hand throw the switch at the paper mill junction, non-stop moves over the automatically lined switch avoid the possibility of doubling because of a 1% ascending grade. The grade covers about three miles of the main line in approach to the junction, and runs up the paper mill spur for another 2,000 feet.

It works this way for return moves from the paper mill. Conventional approach-clearing circuits reverse the power switch and clear the home signal for the spur track, permitting trains to move through the junction without stopping.

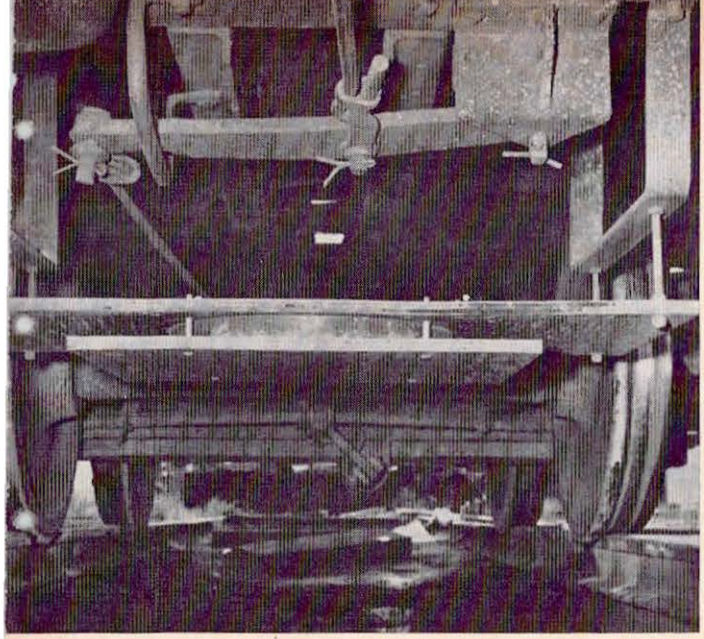
● **Terminal improvements.** GM&O spent about $250,000 for improvements at its Montgomery west end yard and terminal to provide better service and handle the increased business resulting from Union Camp's new $50-million paper mill. The mill was opened last June. Among other things, GM&O added a 100-car passing track and a 120-car holding yard. Space was also provided for an additional 200 cars before the mill opened, with room for speedy expansion for 400 more cars.

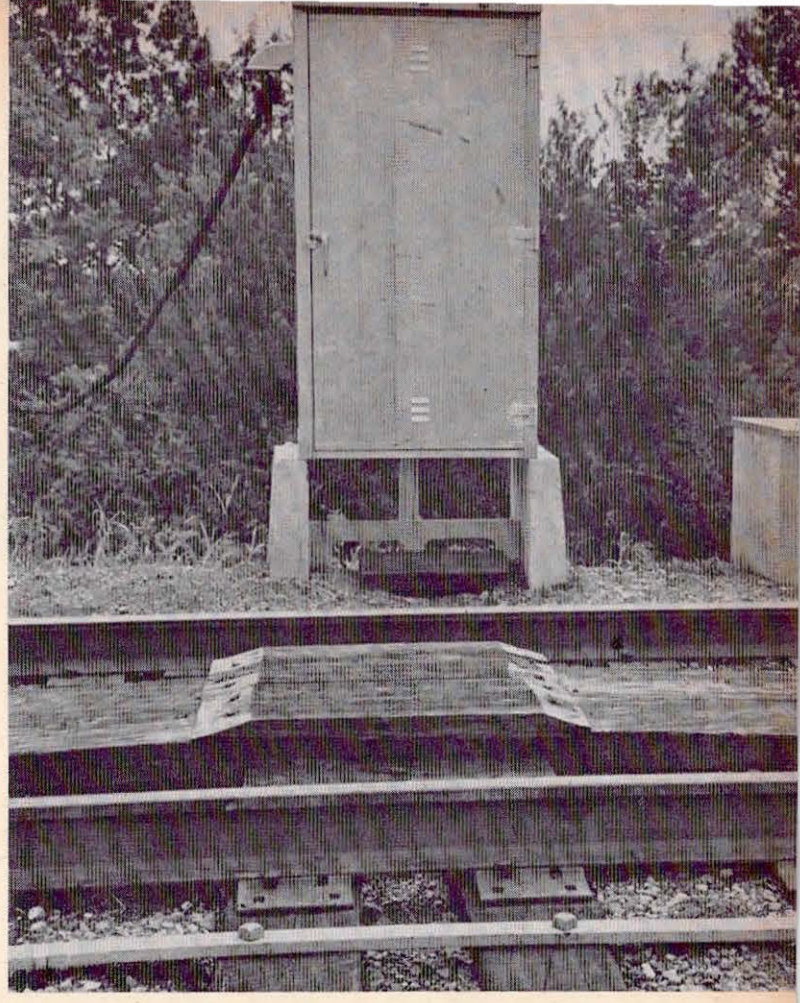
The problem of finding a way to operate non-stop moves at the paper mill junction was handled by W. S. Pipas, GM&O general superintendent (formerly superintendent of signals) and W. D. Archer, the road's chief signal and communications officer. Working with General Railway Signal Company, they came up with the automatic route-setting system.

● **Dispatcher control, too.** The automatic junction can also be controlled by the dispatcher at Tuscaloosa, 93 miles away, using conventional CTC controls. The addition of these controls serves two purposes: (1) the dispatcher may take over control of the junction if he wants to give preference to another train in the area; and (2) these CTC-type controls meet the requirements of the Federal Railroad Administration's Rules, Standards & Instructions concerning signal systems.

The FRA rules (formerly ICC rules Ex Parte No. 171) require that occupancy of track circuits at a controlled point (in the present instance on the GM&O, at the paper mill junction) be automatically indicated at the controlled station (dispatcher's CTC machine). Also, the rules say, "It shall be indicated on the control machine when power-operated switch has completed its movement and is locked."

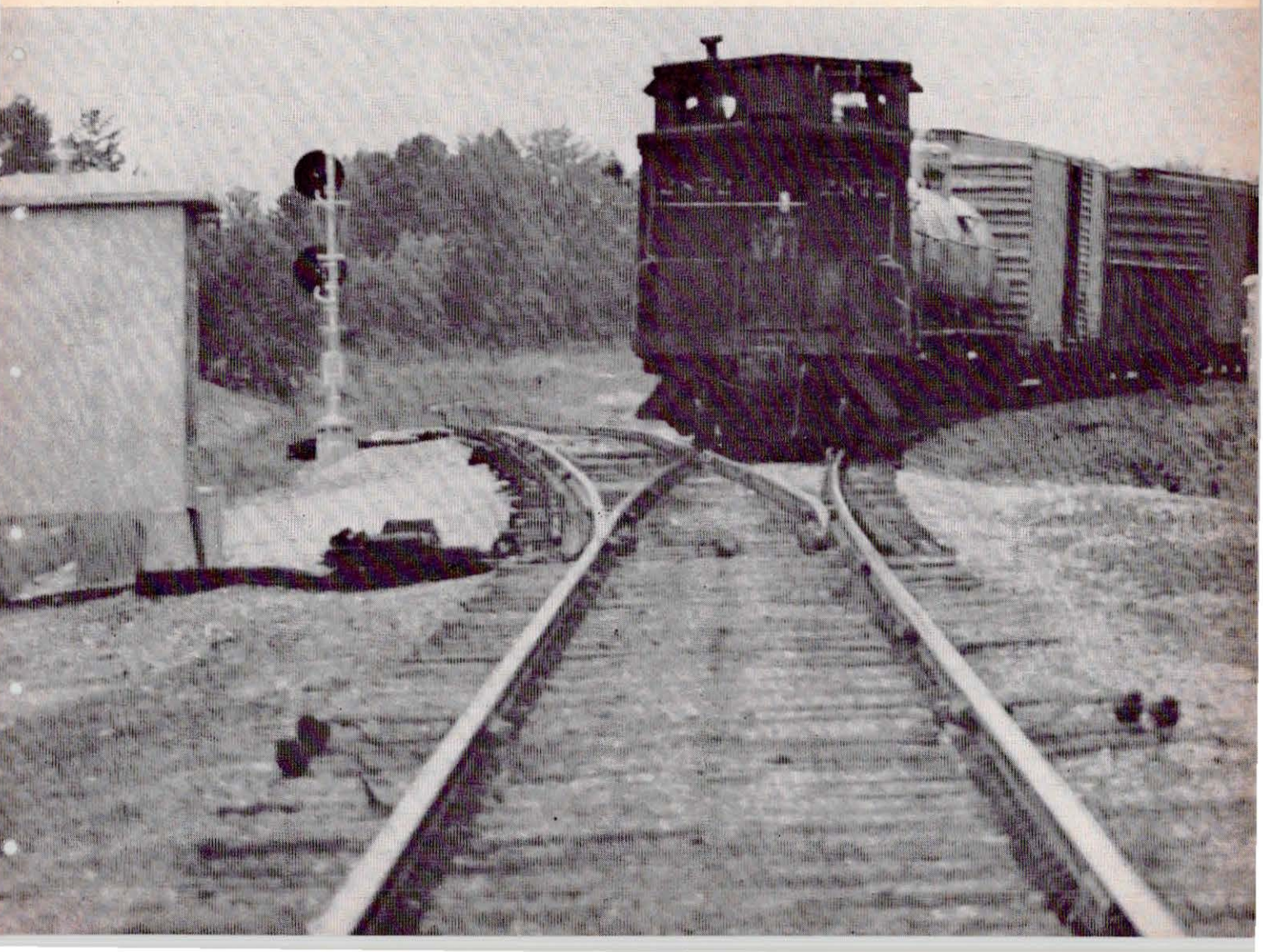
In selecting distances for the various locations of signals and the detector coil, adequate braking distances were used. Maximum speed of trains on the mainline is 35 mph, on the mill spur, 25 mph. ■

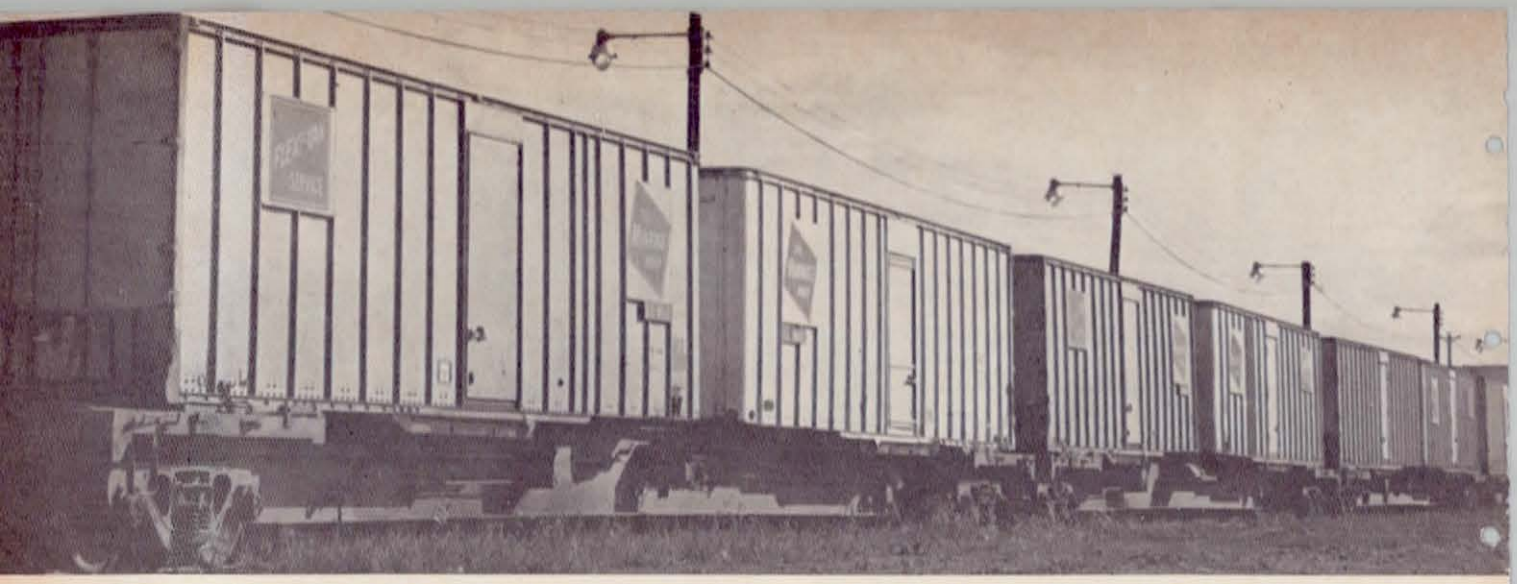




Caboose gives the signal

A tuned inert coil under the caboose, (above) sandwiched between sheets of plywood for protection, activates a signal when it passes over a detector coil mounted between the rails near the paper mill junction. The detector coil (right), some 12,500 feet in approach to the junction, sets up controls to reverse the power switch for the move up the paper mill spur. The junction switch is shown below, with the mill spur going off to the left.





PIGGYBACK is an important element in dependable rail movement of mail. Here's a lineup of mail containers in Chicago.

Post Office says reliable service would help railroads retain huge mail traffic

The basic requirement is the provision of first class services, postal official tells the RSMA.

The U. S. Post Office has delivered a special delivery message to the railroad industry. The message contains elements such as all-mail scheduled trains, five million tons of lading, and special full-time terminals. It says the outlook for mail traffic is better than some railroad managements might think. In fact, there's a $100-million minimum potential—if rails are willing to compete for it by offering dependable service designed exclusively for mail traffic.

The message was delivered by Joseph F. Jones, director of the transportation economics and development division of the Post Office transportation bureau. He spoke at a first-day session of the Railway Systems and Management Association's seminar, "U. S. Mail—An Attractive Account," Feb. 29-March 1 in Chicago.

● **Standards being set.** The type of mail to which Jones referred was bulk mail for medium- and long-haul service. "With the movement of first-class mail gravitating naturally to air, and passenger services declining, our bulk mail services can now be set for movement on their own merits. The Post Office Department is carefully setting standards of service reflecting the class of mail and postage paid. We are critically evaluating the transportation rates to pay for movement of bulk mail," Jones said.

The Post Office is looking to railroads to see what area of rail transport will fit bulk mail needs. "It appears to us that use of piggybacks on fast, scheduled freight trains for mail movement is inevitable in the immediate future. The question we face is the degree of use and the timing. Use of fast, scheduled freight trains and piggybacks or containers for movement of bulk mails should give the Post Office Department the benefits of the tremendous technological advances in railroading and the opportunity to take full advantage of containerization," Jones said.

So much for the bright aspect. Jones also had a sort of warning. "The Post Office must be very selective in the type of railroad freight services used for mail movement. Only the premium freight trains are considered in our plans to carry parcel post and similar mails. In most cities, special terminal handling arrangements must be set up to insure that mail receives prompt, regular and fast service."

Although joint rail-highway services appear to be the answer to mail-handling problems, the concept will have to be restructured to meet current transport systems and postal requirements. He told the 90 railroad representatives at the RSMA meeting that the Post Office shift to rails for bulk movement will be "limited by your ability to provide first class scheduled trains or services for mail moves."

● **What the volume is.** What's the potential traffic volume involved in a successful rail bid for the mail? Jones indicated it was a minimum of $100 million in annual revenue. "In the fiscal year 1967 we paid railroads $186 million for pure line haul of mail. As of year-end, about $86 million of this was converted to container or fast freight train services. So there is about $100 million in line-haul revenue that is subject to improved packaging and pricing on your part," Jones said.

In terms of annual weight volume, non-local, non-letter mail traffic (parcels, books, publications and circulars) totaled nearly five million tons or five million cubic feet in fiscal 1967. "About 60% of this volume moves distances that are susceptible to rail haul and to piggyback service under good and consistent operation," Jones pointed out.

● **What the Post Office wants.** What would railroads have to do to capture the major share of bulk mail traffic? Jones said a good over-all postal service package would include: Fast mail trains between major points on high-volume mail routes for all classes of surface mail; movement of preferential surface mail on these and on passenger trains; fast, scheduled freight trains for mail moves in lighter-volume mail routes and for plant loaded mail; fast ramping and deramping services; special terminal and warehousing services where mutually advantageous; and regular dependable service that will make the published schedule meaningful.

In detail, this is Jones's proposed program:

—Fast scheduled freight trains keyed primarily to mail and operating six or seven times a week on a schedule with a first class rating.

—Exclusive trains for mail between

major terminals on purely-postal, first-class-rated schedules.

—Prompt and scheduled ramping and deramping procedures.

—Close liaison with the Post Office's 15 regional transportation directors for development of realistic schedules, realistic availability times, and good cooperative operating procedures.

—Effective communication between local railroad and postal people on deviations from programmed movements.

—Local arrangements to ramp and deramp mail vans at night and on weekends when commercial ramp services are limited or not operating.

● **Some complaints.** Jones said the Post Office now moves "all classes" of mail on 16 major railroads in fast scheduled freight or in non-passenger first class trains. "Are we satisfied with the present piggyback and fast scheduled freight train movements of mail—particularly the 'all classes of mail' moves? Over-all—no. There are areas of good dependable performance at competitive rates. But too often the following problems crop up and some are chronic."

Jones listed these problems:

—Late and erratic train operations.

—"Very" erratic availability of vans for pickup at destination points.

—Failure to give the Post Office realistic and dependable availability times for van pickup.

—Limited ramp services, often operating only five days a week, eight hours a day.

—Misrouting and poor interline van connection.

—Erratic movement of vans on multiple schedules between two key points, and lack of programming.

—Treatment of mail as "run of the mill" traffic.

"To remedy such conditions we normally consider diversion of traffic to another railroad or to other modes of transportation, and we will be forced to begin diversions from present carriers whose services are erratic unless performance does become more dependable," he warned.

● **P. O. at a critical point.** Jones said the Post Office, because of the development of the Sectional Center Program, is at a critical point in a major change of mail transportation and distribution. "This is a changeover time in which the best in railroad transportation and marketing can be applied effectively to mail movement."

He explained that transportation and distribution of inter-city mail throughout the country has been organized around 551 section centers which serve as collection and distribution points for their immediate areas.

One reason for the development of this pattern, Jones said, was the 90% decline in the number of mail-carrying trains.

"With the Sectional Center pattern as a base, we are able to take advantage of the most sophisticated range of improved materials handling and transportation systems available to us and to prepare to use the coming advances effectively. The Post Office Department needs to develop complete flexibility in the use of all modes of transportation." He said containerization is the best practical illustration of flexibility in transportation and materials handling. And one of the offshoots of containerization is "a substantial expansion in plant loading."

"Movement of plant-loaded mail has settled down at about Plan II½ levels. It is adaptable to piggyback service because it involves local truck haul and long haul moves; it generally moves on a schedule which is not overly exacting and which is published long enough in advance to give you opportunity to spot equipment," Jones said.

● **Railroad men support Jones.** Railroad speakers at the RSMA seminar expressed agreement that their industry will have to make substantial improvements in service to compete effectively for the other-than-priority mail traffic market.

"WE WILL DIVERT IF SERVICE IS ERRATIC"

"Despite the loss of first-class mail which accounted for 1.2 billion pounds in 1966, railroads still have an opportunity to participate in the movement of 10.5 billion pounds of bulk mail based on 1966 weight," said John A. Grygiel, Santa Fe market research manager. "Since 1962 the classes of mail handled by railroads have increased 700 million pounds. The 10.5 billion pounds of bulk mail offer considerable opportunity to imaginative railroads."

Another railroad marketing man, Great Northern's Paul F. Cruikshank, Jr., said, "We must face our inability in the past to understand what business we are in. We have to respond to the changes, and we have to be flexible. We can no longer tell the customer to come along only if he likes the service the way it's set up."

And Walter H. Cramer, Jr., Frisco director of traffic development, said that effective competition for mail traffic will involve more than "just adding another car to a freight train. You must sell the need for dependability to you management."

● **The key: reliable service.** Grygiel supported Jones's emphasis on reliable service as the major element in the railroad drive for mail traffic. "Speed is not as important as regular dependable service for other than priority mail. Late arrivals increase the costs of the Post Office since terminal facilities become congested and overtime results. Since nearly 79% of postal expense is spent on wages, it is apparent that undependable service is costly to the Post Office."

Another requirement for participation in the mail market, Grygiel said, is flexibility of service. "This can be provided in part by trailer and container-on-flat car service."

● **Attractive rates.** Regarding rates, Grygiel said the rate structure on bulk mail will start to look like freight rate structures on other commodities. By specifying freight service for bulk mail, the Post Office wants to be treated like a major freight shipper. And the competitive strength of other transport modes will require setting of rail freight rates at a level that's attractive in comparison with the rates of air and motor carriers. "To meet the test of profitability these rates must be set at a level commensurate with the quality of service demanded."

One way the railroads might be able to capture a major share of the mail traffic market is to offer service on special 20-car "minipiggy" trains operating on first class schedules with crews sleeping on board. This plan was described by Franklin S. Macomber, vice president of A. T. Kearny & Company, Inc., the firm which designed the minipiggy.

● **Would add flexibility.** This concept would crossbreed truck flexibility with rail low line-haul cost, Macomber said. The entire train, designed for a maximum length of 1,000 feet and 15,000 pounds per trailer, would weigh 400,000 pounds less than a comparable 20-car train. This would allow the high speed necessary for premium service. At the same time, the train could handle any type of trailer on cars specially designed with low centers of gravity drop frames, turn tables in truck-centers, and no-slack couplers.

The train would carry a sleeping car for a four-man crew which would perform the entire operation, even loading and unloading with tractors carried on the train. The train would operate in push-pull manner. ■

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USS United States Steel: where the big idea is innovation

CN hooks up microwave and computers to provide instant reservation service

The coach system has been such a success, sleeping car reservations will be handled soon.

Obtaining a coach or parlor car seat reservation on a Canadian National train can take as little as 10 seconds. That speed is the result of linking passenger agents, via microwave and high-speed data networks with a central computer in Toronto, Ont.

● **How it's done.** Upon inquiry from a customer, the CN agent marks a card, using a lead pencil, for coach or parlor car seats. Using this mark-sensing technique the agent also registers on the card such information as boarding point, destination point, quantity of seats, train number, car number and chronological date. He places the card in a Western Union model 11890 card reader and presses the start button. The card is read and the data sent via 100 words-per-minute teletypewriter on dedicated circuits directly to the reservation computer in Toronto. The computer searches its disk files (seats four months in advance are stored) and a reply is sent to the agent. The reply is printed out on a model 32 Teletype machine. Average time for this operation is 16 seconds, but it can take as few as 10 seconds. If the agent receives an "OK," the reservation has been made and the computer adjusts its inventory accordingly.

For busy locations, such as Montreal and Toronto, pre-punched cards are used with class of service, origin and destination points already punched. Thus, the agent only marks in the number of seats, train number and date. With the use of the pre-punched cards, inquiries are often processed in 10 seconds or less.

● **Sleeping car space, too.** The reservation system has been operative for a little over one year, handling coach and parlor car seats. Programming has been under way for several months to handle sleeping car space. It is expected to add this function to the system by next fall.

The reservation system, designed to handle 10,000 transactions per day, has been handling 25,000 daily since last October. Some of this increase has been caused by agents who make repeated attempts to secure space at the last minute that might be available due to cancellations.

The computer in Toronto actually does double duty. It was originally installed for message switching services, for railway and for commercial customers. (CN is in the communications business in Canada, similar to Western Union and the Bell System in the U.S.)

Known as Data Central, the Toronto computer center uses two Collins Radio Co. C-8500 computers. Both computers receive input messages (a passenger reservation inquiry is a message) and both process the messages. The normal unit outputs the desired message or information. If there is any failure on the output side, the standby computer takes over instantly.

"The combining of the reservations system in the same computer that is performing message switching functions has worked out very well. The reservations system response time is satisfactory. The cost of running a combined system, using a single computer with signal operating staff is obviously less," says J. E. Raymond, assistant chief of sales and traffic services, CN Telecommunications.

● **Reservation system pays.** "The expense of the automatic reservation system including the cost to provide station equipment (more than 100 agent's sets in Canada), concentrators, communications lines and a share of the computer was more than justified by improvements in service, by increases in the average loading of all trains under reservation, and by the effect which the installation of reservations had on the handling of an extremely heavy volume of traffic, including extremely high traffic peaks."

Refinements coming

Raymond says that very useful developments can be made. "The possibility exists, for example, of having the reservations system generate reports on train sales and introducing them into the message system for delivery.

"Another possibility would be to permit extremely light duty stations to input reservation requests as special transmissions on the message system. The reply would be returned in the form of a separate message within a minute or to two.

"There will be a number of refinements and improvements leading to a much more complete integration of reservations, ticketing and crowd control functions than has been possible heretofore. The benefits of this further automation will be apparent in reduced cost per reservation made, and in service improvements through all stages of the issuance, handling and honoring of transportation reservations."

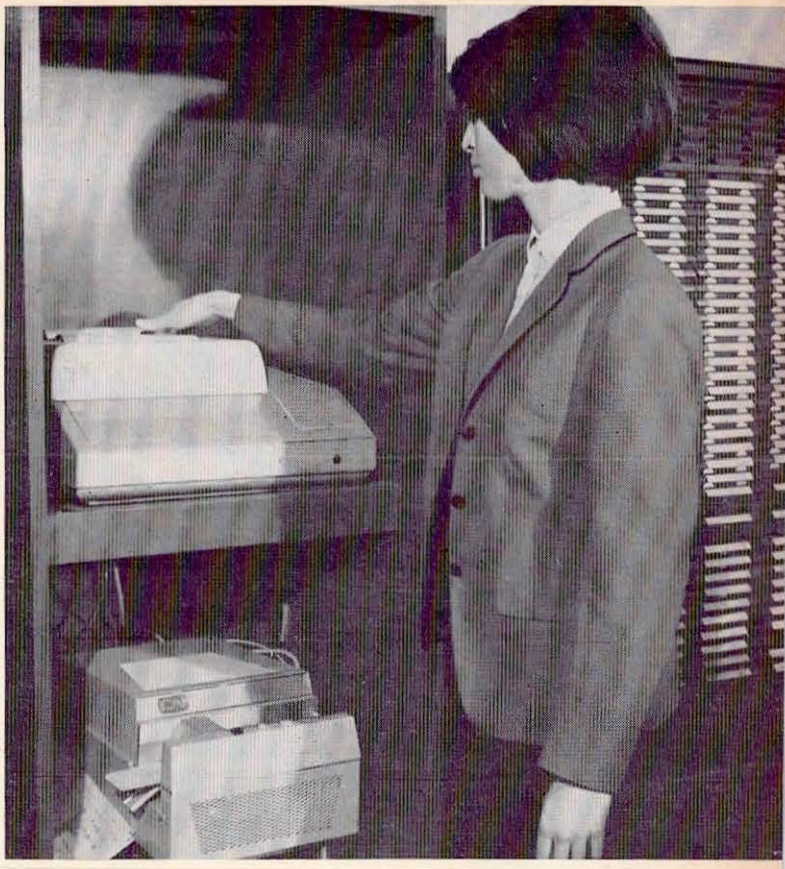
● **Microwave replaces wires.** In another move to improve service, CN's Grand Trunk Western placed in service a microwave link from its Chicago downtown office to Blue Island yard, some 16½ miles distant. J.D. Chase, GT superintendent of communications, says the new microwave link forms the backbone of a system that may be carried eastward along the GT line in Indiana and Michigan.

The microwave link from railroad offices in the Bankers Building to Blue Island replaces circuits formerly leased and some circuits on open wire pole lines. Involved in the microwave project is a trade-off with Commonwealth Edison Co. for easements for high-voltage power lines. To eliminate possible interference to open wire lines, GT went to microwave.

The microwave equipment is Motorola's new solid-state equipment, type MR-300, capable of handling up to 600 voice channels. Initially, GT is using only 24 voice channels between downtown Chicago and Blue Island. The only vacuum tube in the new microwave equipment is the klystron that generates the high-frequency electrical signals (6705 MHz Chicago-to-Blue Island, and 6865 MHz in the reverse direction).

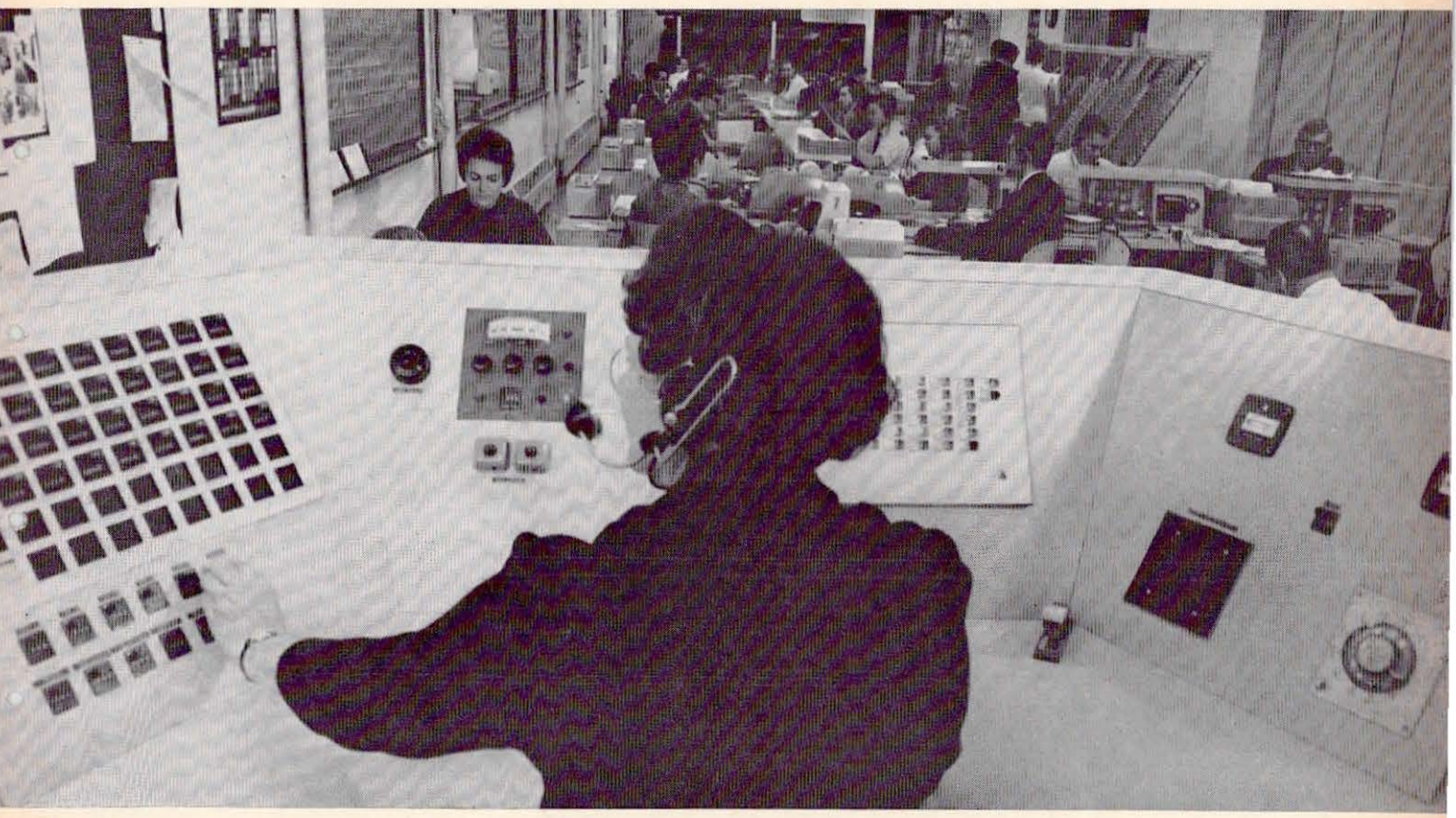
An interesting, and possibly unique feature of this microwave system is that the waveguide (air-filled tube carrying the microwave signals between equipment and the antenna) in the Bankers Building is 490 feet long. It runs from the 11th floor GT communications office to the antenna on the roof, some 30 floors above. Also, the waveguide runs in an elevator shaft. At the Blue Island yard office, the microwave antenna is atop a 130-ft steel tower. Although GT will not use its 600-channel capacity, they will use 24 channels "and then expand to fill future needs," reports Howard Kelly, assistant superintendent of communications. ■

Request for reservation is contained on card inserted into reader for fast teleprinter transmission to Toronto computer.



Reply to reservation request comes back from Toronto via Teletype in a matter of seconds.

A computer with the answer to "Is this seat taken?"



Supervisor at console has complete data for directing telephone requests to agents for prompt handling.

Canadian shippers get briefing on R&D work

New services, products were discussed at traffic meeting.

Canadian shippers got a briefing on what transportation companies are doing for them—in the way of research and development—at a traffic and transportation conference in Toronto February 29.

The day-long session came at the conclusion of the two-day 52nd annual meeting of the Canadian Industrial Traffic League. The meeting on R&D featured experts on containerization, highway tank truck operations, railroad car design, and university-level transportation research.

● **The containers are coming.** R.L. Kelley, manager of container development services for Furness Withy & Co., Ltd., Montreal, told the CITL members that the port of Montreal is now being readied for the inauguration of full containership service this fall.

Manchester Liners Containership System, a British operation, is now completing vessels for the service in England. The first cellular all-container ship to call at any St. Lawrence river port is scheduled to arrive in Montreal in November to inaugurate the new service between Canada and the United Kingdom.

Meanwhile, in Montreal, container facilities are being prepared and a giant gantry crane to handle the containers is set for installation in July, Kelley said.

"To be ready for container ships this coming fall," Kelley advised the shippers, "we must now implement the many long discussed theories of containerization and prepare to get this program for Canada truly 'off the ground'."

He urged the modernization of customs regulations and the liberalization of licensing requirements.

"Truck and rail tariffs must be promptly brought up to date and published with specific provisions for the placement of containers and the return of empties to designated container bases in order that shippers three or four thousand miles away may know in advance what their total costs will be—for the land carriers to be truly participants in this new intercontinental door-to-door carriage of foreign freight, an entire new approach to rate-making must be made."

He said it is "gratifying to note that the Canadian railroads are very active right now—evaluating their equipment needs and preparing their inland freight stations to accommodate the new shipping pattern which will develop with explosive force by next year at this time."

The ships to be used in the Canada-Europe service will be specially-designed ice-breaking vessels capable of year-round express service between Manchester, England and Montreal. They will be 530 feet long and capable of carrying more than 500 standard 20-foot containers on a 6½-day Atlantic crossing.

Kelley said Manchester Liners is testing a prototype half-height collapsible container which may be loaded and discharged by overhead equipment. Sides may be removed for loading and unloading by means of forklifts from an apron or dock similar to that used in box car or flat car loading operations.

● **Research on highway vehicles.** W. Hampson, manager of the tank division, Fruehauf Trailer Co., of Toronto, outlined some of the advances in the designs of highway carriers, especially in the area of bulk hauling by tank semi-trailer.

"Everything can be carried in bulk form if the volume required is sufficient," he said. "Even wood is now handled in bulk, in chip form; and iron in pellets. Fresh fruits and vegetables may be the exception, however fresh peas, for example, are now carried in ice water in semi-trailers from grower to canner."

PRESIDENT of Canadian Industrial Traffic League, J. M. Benson.

Hampson said that because of the demands by shippers-receivers "in less than six years we went from bagged cement, to bulk gravity unloading, to pressure unloading.

"You the shipper and receiver have to a great extent designed the present equipment to your requirements for safe and practical units to handle specific requirements. Your demands for a product to be received at a controlled temperature have created many types of insulating jackets and heating equipment to be installed in tanks. Your demand for economical freight rates and a high degree of service have created changes in the standards of the size of valves, piping and pumps for fast load and unload."

Hampson believes there will be a great expansion of traffic involving truck tank hauling of bulk powder and granular products. He said the Canadian carrier regulations for tankers "must be compatible with regulations now in effect in the U.S. for there is a large international movement of goods to and from that country. It is also felt that if the present ICC codes, revised to suit our requirements, were adopted by the federal government, they would likely be adopted by the provinces who would take care of enforcement."

● **Rail tank car design.** Some of the complex problems of tailoring railroad tank car designs to shippers' needs were reviewed by R. G. Deeks, chief engineer, Procor Limited, Toronto.

Procor has developed a highly specialized version of a pressure flow car (AAR 207A40W specification) for handling asbestos fiber.

"The particular fiber, in the past, has been shipped in bags and may now be handled in bulk," he said. "This product in the compacted condition resulting from rail shipment vibration is difficult to handle pneumatically and much development was necessary to ensure complete evacuation. This car is the first of its kind in the world."

Another problem involved the shipment of sulphuric acid via unit trains. Procor got a special permit to equip the cars with bottom outlets—the first time approval for such car outlets has been granted—to facilitate fast unloading of cars in unit-train service.

Other developments included creation of an 85-ton car to haul chlorine (previously it had been shipped in 30- and 55-ton cars); construction of specially-designed insulated hoppers to carry copper-nickel concentrate in slurry form; designing of a non-insu-

lated car for shipping vinyl chloride; and the introduction of a low-cost tank car for shipping highly-inflammable phosphorous that eliminates the necessity of shipping water and the need for a dome—instead, using an inert gas to blanket the product.

Deeks said there has also been considerable research and development to produce high efficiency external heater systems and in the chemicals used in urethane insulation.

● **The academic approach.** How can a university aid the transportation industry? Dr. Edward Tyrchniewicz, secretary of the Centre for Transportation Studies, University of Manitoba, told the shippers some ways that it can.

"The university is better equipped to conduct research oriented towards the solution of basic problems and the addition to knowledge, rather than service research for the transport industry, in that university faculty are able to provide continuity to their research and they can bring to bear on the problem the specialized knowledge of many different diciplines," he said.

● **CITL business session.** At the business session of the League, held in the Royal York Hotel, shippers expressed concern over the labor unrest at St. Lawrence River ports and the effect it is having on transportation. Contract negotiations involving some 4,000 dock workers at Montreal, Trois-Rivieres and Quebec have bogged down and there has been a general slow down in port operations.

The CITL members unanimously passed a resolution to send a telegram to Canadian Prime Minister Lester B. Pearson expressing "considerable apprehension" over the situation, and pointing out that "the chaotic state of affairs augers ill for the Canadian participation in international trade and our support of Canadian ports." The League offered its services to help settle the stalemate. A number of shippers said they have already diverted many of their shipments to New York to by-pass troubled Canadian ports.

The League elected the following slate of officers: Charles LaFerle, honorary president; J.M. Benson, traffic manager, Canadian Industries, Ltd., Montreal, president; T.P. Foley, distribution manager, Monsanto Canada, Ltd., LaSalle, Que., first vice president; W.A. Davies, assistant sales manager, B.C. Sugar Refining Co., Ltd., Vancouver, second vice president; B.L. Broderick, traffic and customs manager, American Standard Products (Canada), Ltd., Toronto, treasurer; and C.J. Harris, eastern traffic manager, Maple Leaf Mills, Toronto, and M.C. Mewdall, Ontario district traffic manager, Canadian Industries, Ltd., Toronto, auditors. ■

WALTER TAFT

WATCHING WASHINGTON

TRANSIT SHIFT A BOYD PLAN—The ideas of Secretary of Transportation Alan Boyd are reflected in President Johnson's plan to shift most of the federal government's transit functions from the Department of Housing and Urban Development to DOT. More than a year ago, in his first news conference as Secretary, Boyd suggested that a logical division of the transit functions would give DOT all research and demonstration phases while HUD retained responsibility for suggesting research programs and places to hold demonstrations.

THE PRESIDENT'S MESSAGE—That's about what the President proposes in the reorganization plan which he submitted to Congress Feb. 26. The plan was anticipated by the President's "Crisis of the Cities Message" of Feb. 22. This explained that the shift would transfer to DOT "the major urban transit grant, loan and related research functions" while maintaining in HUD "the leadership in comprehensive planning at the local level."

NO TRIMMING OF HUD—In the message which accompanied the plan, the President said the shift would not diminish HUD's over-all responsibilities with respect to the cities. "Rather," he added, "adequate authority is reserved to that department to enable it to join with DOT to assure that urban transportation develops as an integral component of the broader development of growing urban areas." The transit functions have been at HUD since 1964 when it got the job of administering the Urban Mass Transportation Act passed that year. Then, there was no DOT.

TRANSIT SPEAKS FOR SELF—At DOT, the transferred functions will be in a new Urban Mass Transportation Administration. This will be headed by an administrator appointed by the President and confirmed by the Senate. UMTA will thus have status in DOT like the Railroad, Highway and Aviation Administrations. Secretary Boyd has said that heads of these units have roles of selling the transport modes they represent.

CLEARANCE EXPECTED—As submitted by the President, the transfer would become effective June 30. That's later than it could have been made effective under the law governing such reorganizations. That law provides for an effective date 60 days after the date on which plans are proposed by the President (in this case 60 days after Feb. 26) unless a resolution of disapproval is passed by either the Senate or House. No such adverse Congressional action is expected.

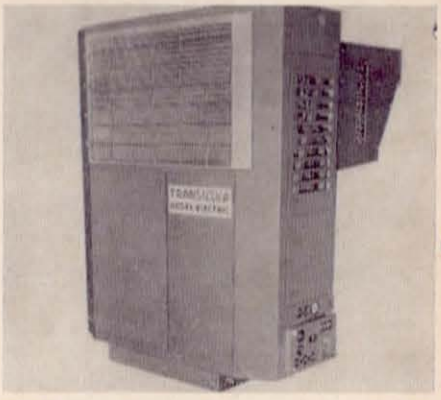
NEW PRODUCTS REPORT

Hydraulic crane (RA-1)

The Model WHL hydraulic crane has a 4- by 12-foot, 8,000-lb-capacity steel work platform, which is said to be self-leveling at all boom angles and which reduces to 4-by-8-foot for roading. The platform can be positioned to heights from 26 inches to 30 feet with the use of platform or overriding controls. Safety checks, chrome-plated cylinder rods, independently-controlled outriggers, automatic throttle control and variable flow controls are standard equipment. *Paxton-Mitchell Co.*

Pressure-discharge car (RA-2)

Latest ACF pressure-differential car uses low-pressure air (5 psi vs 15 psi of previous model) to discharge cargo. It is similar to basic Center Flow car, lighter than first pressure unit, and "can better accommodate a greater variety of dry bulk ladings." Capacities range from 2,970 to 5,700 cu ft. Material can also be discharged by vacuum and gravity. Car can unload into highway trailers at up to 250,000 lb per hr, or into silos at up to 80,000 lb per hr. *ACF Industries.*



Refrigeration units (RA-3)

The Model 6004 Series of diesel-electric nosemount refrigeration-heating units for use on over-the-road trailers and sea-going containers features integral one-piece construction, with no separate generator set or other equipment. Electric standby is offered in 220-volt and 440-volt, three-phase operation.

The series is said to have high capacity for quick recovery in multiple-stop service and automatic defrost. *Transicold Corp.*

Tube cutter (RA-4)

The No. 102 Ridgid internal tube cutter is designed to cut copper water tube from the inside out without leaving a burr. It cuts 1/2- and 3/4-in. water tubing in extremely close quarters, such as tubing close to floor joists or tubing close together where a full turn of a standard cutter is impossible. An adjustable collar sets the cutting edges for depth of the cut. The tool will cut inside the tube to a depth of 4 3/8 in. with the collar removed. *Ridge Tool Co.*

Printer control (RA-5)

The new model 1224 printer motor control is a solid-state, fully automatic control unit that has only one moving part: a normal-operate switch that switches from manual to automatic control.

The unit operates on loop circuit pulses and after one minute of inactivity on the loop circuit the 1224 automatically turns the machine off and the next impulse turns the machine back on. *Rycom Instruments, Inc.*

Floodlight (RA-6)

The compact Super Sportsliter, a floodlight developing 1.5 million candlepower within a NEMA III beam spread, utilizes metallic halide lamps. It features cast-aluminum housing, a high power factor ballast, enclosed and polished reflector, hinged lens, steel mounting yoke, degree aiming sectors, and corrosion-resistant finish. The unit, suitable for terminals and parking areas, also provides NEMA III, IV, and V beam spread configurations. *Pyle-National Co.*

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Joint control of A&S gets ICC approval

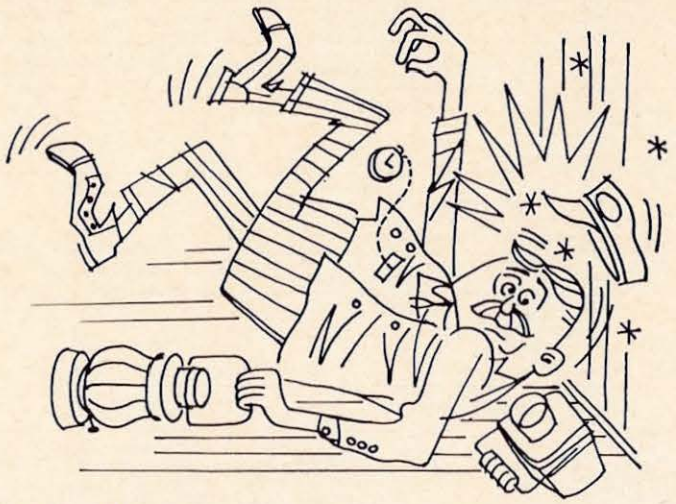
The ICC has authorized joint purchase of the Alton & Southern by the Missouri Pacific, Chicago & North Western and Cotton Belt—if the latter wants in. This decision is embodied in a report by the Commission's vice chairman, Commissioner Virginia Mae Brown, in F.D.No.23935 and related cases. The same decision rejects Cotton Belt's application for authority to buy A&S alone. It also announces that entry of an order authorizing consummation of the approved purchase will be delayed pending disposition of an Illinois Central petition for inclusion in the joint ownership of A&S.

Like Cotton Belt, Mopac offered to purchase A&S by itself, but it had no objection to joint ownership with other roads which might seek to be included. On the other hand, Cotton Belt "adamantly insists upon sole ownership," as the report puts it. The Commission's adoption of the joint-ownership plan reflects its acceptance of advice it got about a year ago in a recommended report by Examiner Hyman J. Blond. North Western's petition for inclusion was filed early but IC's did not come until after the report was issued.

The purchase will be from the Aluminum Company of America for $16 million. Alcoa built the line in 1925, primarily to serve an East St. Louis alumina plant which was closed in 1961. But A&S is a switching line connecting with each of the 20 line-haul and terminal railroads which serve the St. Louis-East St. Louis district on either side of the Mississippi River. It is a competitor of the Terminal Railroad Association which is jointly owned by 15 trunk lines entering St. Louis or East St. Louis, including Mopac, IC, Cotton Belt and the SP.

As a protective measure for A&S, the Commission's decision requires that SP and Mopac refrain from voting on any matters before the TRRA board of directors which might have an effect on A&S. The inclusion of North Western was also considered a protective measure because it will "insure protection to an additional group of shipers using A&S services, thus firming up the terminal company independence." Examiner Blond's report, on which the Commission based its decision, also cited the prospective increase in competition between A&S and TRRA as a reason for joint ownership. ■

Remember when severe slack-in or slack-out action used to be murder on conductors?



It isn't any more . . . not since International came up with such features as overhead grab irons, non-skid floor coverings, recessed door handles, bevelled leading edges and other safeguards against being torn apart or knocked into next week. Crew safety features are of prime concern to International Car. So are many other factors contributing to efficiency and economy. We'd like to tell you about them all.

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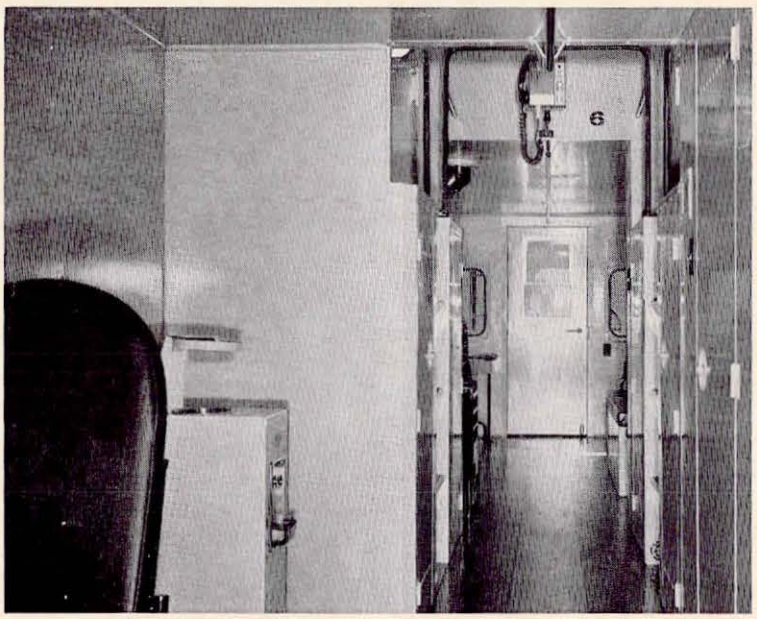

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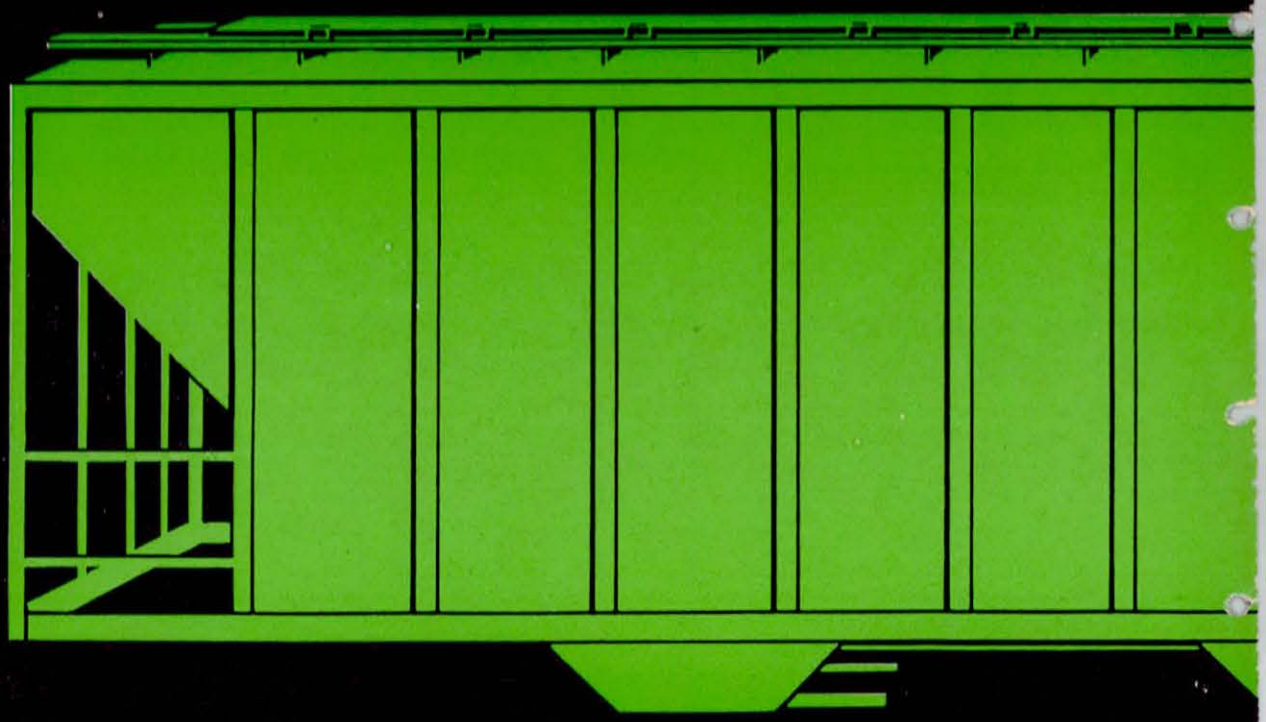

What is found under most freight cars?

The symbol of quality ASF

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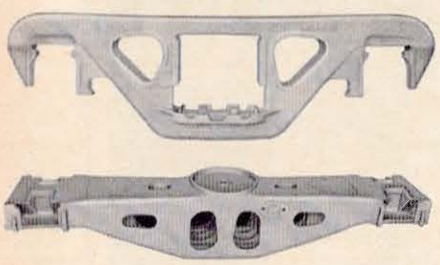

ASF leads in availability—more patterns in stock and more foundry capacity to produce your castings on time—when you need them.

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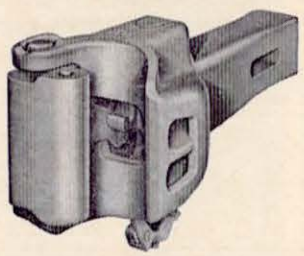

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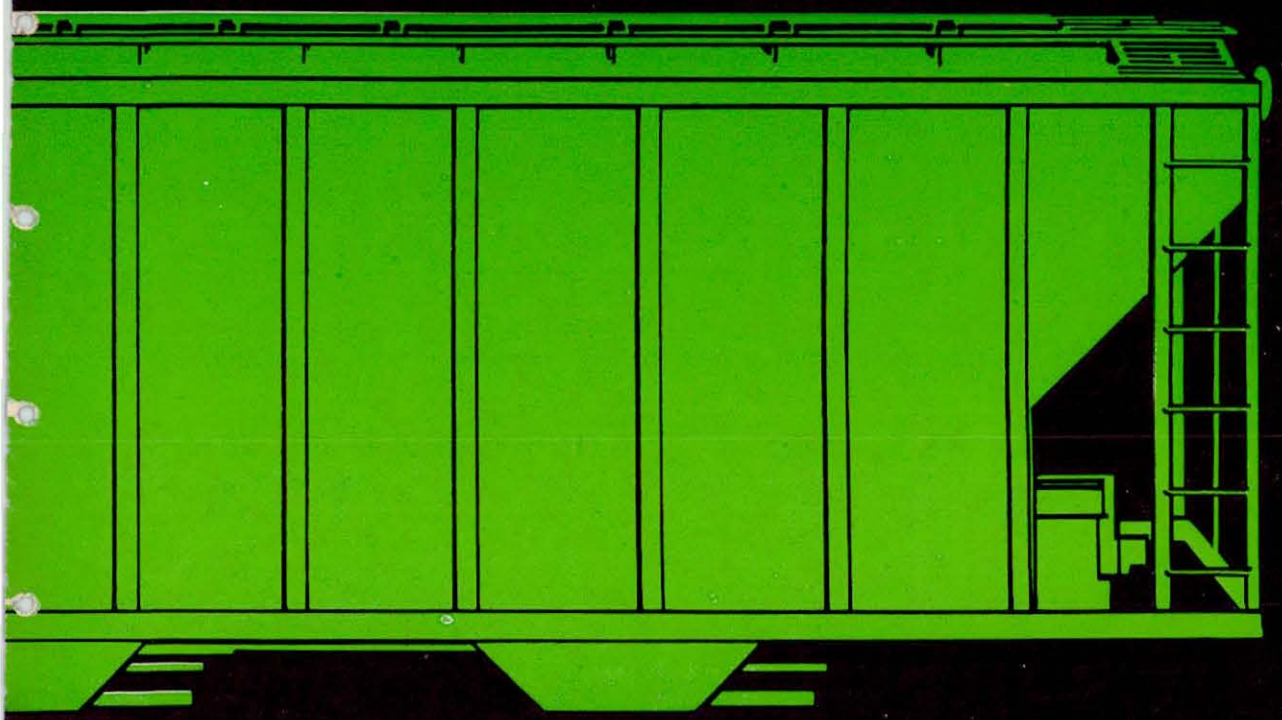

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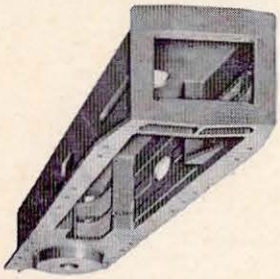
DRAFT SILL END CASTINGS

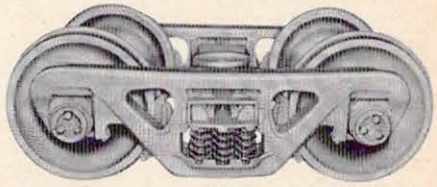


This integral, one piece casting eliminates the problems of looseness and corrosion found in fabricated sills. Greatly simplifies freight car building and upgrading. Develops additional strength in high-stress areas.

SPRINGS

ASF developed Extended Life® springs to out-perform AAR specifications. Strict quality control is the keynote of our manufacturing process. Proven superior to any other spring you can buy, Extended Life springs provide the softest ride in the industry.

RIDE CONTROL® TRUCKS



Smoothest riding freight car truck in the railroad field—ASF Ride Control Trucks feature—**constant friction control,** the exclusive, longer-lasting snubbing system which adds mile upon mile to the service life of your car—**rotation stops** assist in stabilizing the bolster—allow uniform wear on the friction elements —**ruggedness** and **strength** for maximum safety and performance under all operating conditions.

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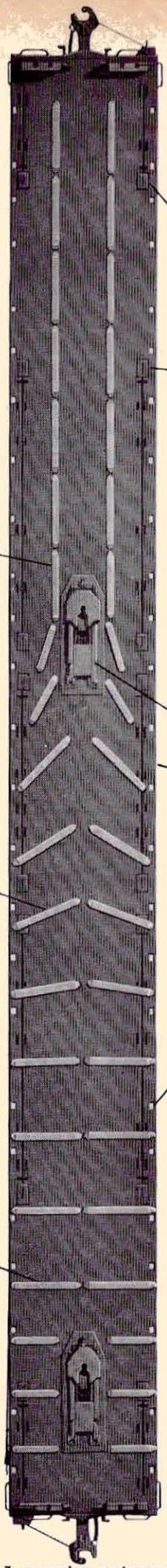
Now there's a flat car that can be converted to handle TOFC, COFC, or bulk ladings in less than 15 minutes. And only ACF has it. The new VERSA-DECK flat car.

VERSA-DECK makes every mile pay. Ship in one direction with one payload. Return with another. Time-consuming conversions between uses which once took days now can be done in minutes. ACF designed the 89′ VERSA-DECK with a flexibility greater than that of any other flat car.



It's a container car. Pedestals can be quickly raised for COFC service. And they adjust to accommodate any length container. Stored, they lie flush with the deck to permit trailer loading.

It's a piggyback car. With the adjustable guide rails in the lengthwise position, VERSA-DECK can be used for TOFC service.

Pivot the guide rails in sections to convert VERSA-DECK from one use to another. One man working alone can do the job easily.

Stake pockets, lading strap anchors, and performance-proven ACF trailer hitches enable any load to be securely fastened on board.

It's a bulk lading car. With the guide rails in the lateral position, VERSA-DECK takes ladings like pipe, tubing, laminated beams, timbers, and dozens of other important revenue sources.

For all the details on VERSA-DECK's long list of standard and optional features, write American Car & Foundry Division, ACF Industries, Incorporated, St. Charles, Missouri 63301.

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ACF INDUSTRIES

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PEOPLE IN THE NEWS

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—James C. Koliha, staff officer, appointed assistant manager—food industry, Baltimore.

Claude E. Howdyshell, superintendent of shops, Cumberland, Md., appointed general master mechanic, Western Region, Cincinnati.

CHICAGO & NORTH WESTERN.—Harold L. Gastler elected vice president in charge of operations. Mr. Gastler was formerly president, **Toledo, Peoria & Western.**

W. G. Stewart named assistant superintendent-car service, Chicago Freight Terminal.

FRUIT GROWERS EXPRESS—WESTERN FRUIT EXPRESS—BURLINGTON REFRIGERATOR EXPRESS.—L. M. Brantley appointed manager, Southeastern district, Jacksonville, Fla., succeeding **M. J. King,** retired after over 47 years service. **J. A. Leynes** appointed assistant manager, Southeastern district. **J. R. Giegerich** appointed manager, Northwestern and BRE districts, Chicago, succeeding **C. J. Jamison,** who retired after 45 years of service and subsequently died.

MISSOURI PACIFIC-TEXAS & PACIFIC.—H. D. Huffman appointed assistant to vice president-operation, St. Louis.

MONON.—Donald O. Norris appointed sales representative, Chicago, succeeding **R. M. Rossini.**

TOLEDO, PEORIA & WESTERN.—Charles L. Pattison elected president. Mr. Pattison, who has been executive vice president, succeeds **Harold L. Gastler,** elected vice president in charge of operations, **Chicago & North Western.**

WESTERN RAILROAD TRAFFIC ASSN.—Leonard Hill, assistant to chairman, Executive Committee, Washington, D. C., retired Jan. 31, after more than 50 years in railroad service.

PENN CENTRAL.—William A. Lashley, vice president—public relations and advertising, Philadelphia, has announced a strengthened organization to handle information and promotional services. **John K. Murphy,** who was director of public relations, Pennsylvania, prior to merger with the New York Central, named assistant vice president of the department. **U. William Cunitz** appointed director—public relations, the title he held on the Central. **Ralph F. Timbers,** manager of advertising, PRR, named director of advertising. **Cecil G. Muldoon,** manager of public relations, Eastern Region, PRR, appointed assistant director—public relations. **Howard A. Gilbert** named manager, news bureau, his former position with the PRR. **Harold L. Wiand** continues as assistant manager, news bureau. **Norman N. Stone,** manager of publications and advertising, NYC, appointed director—visual and special projects. **Robert I. Alotta** named manager—special projects, his former position with the PRR. **Edward F. Martin** is director—editorial services, the same post he held with PRR. **Joseph Shallit,** former editor of The Pennsy magazine, is now manager—employee publications.

Seven regional managers of public relations named: **John E. Salter,** New York; **Joseph R. Ewing,** Washington, a new position; **William E. Baird,** Pittsburgh; **Kevin H. Hannon,** Syracuse; **F. H. Woolfall,** Cleveland; **Harry B. Spurrier,** Chicago, and **F. C. Rhodes,** Indianapolis. Messrs. Salter, Woolfall, Spurrier, and Rhodes were district public relations directors, NYC, at Syracuse, Cleveland, Chicago and Indianapolis, respectively. Mr. Ewing was director public affairs, Railway Progress Institute, Washington. Mr. Baird was manager public relations, PRR.

The PC also has public relations representation in Boston and Detroit.

Harold L. Gastler
C&NW

Charles L. Pattison
TP&W

SUPPLY TRADE

David Bernstein has been elected executive vice president, **Fruehauf Corp.,** Detroit. Mr. Bernstein was vice president and general manager, Independent Metal Products Division at Omaha.

Bryce W. Wyman has been elected a vice president, **General Electric Co.,** Erie, Pa. Mr. Wyman will retain his former duties as general manager, Transportation Systems Division.

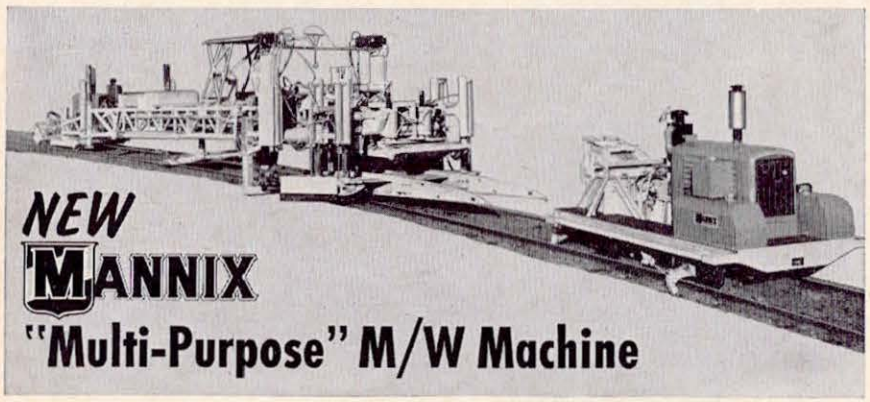
Neal E. Abrams has been appointed administrative assistant to the vice president and general manager, Railway Division, **Budd Co.,** Philadelphia. He was formerly with the Atlantic Research Corp.

William K. Quinby has been appointed manager of manufacturing and fleet maintenance, **Tank Car division** of **General American Transportation Corp.** He will also continue to serve as manager of the division's Sharon, Pa., plant.

Fred S. Roth, director of purchases, **St. Louis Car Division, General Steel Industries, Inc.,** has been named vice president of purchasing. **Harvey M. Gillerman,** director of quality control, has been appointed works manager, and **Michael Murphy,** chief inspector, has been named supervisor of quality control.

L. R. McCurry, general foreman, promoted to manager—railroad bearing plant, **Timken Roller Bearing Co.,** Columbus, Ohio, succeeding **A. L. Schneider,** named manager—bearing plant, Canton, Ohio. Mr. Schneider replaces **R. W. Dorn,** named assistant standards engineer.

William W. Poirier, assistant director of purchases, **General American Transportation Corp.,** has been named director of purchases, succeeding the late **W. O. Graham. Louis J. Fallon** has been named sales representative, **Tank Car division,** with headquarters at New York. Mr. Fallon was formerly manager of distribution planning, **Olin Mathieson Chemical Corp.**



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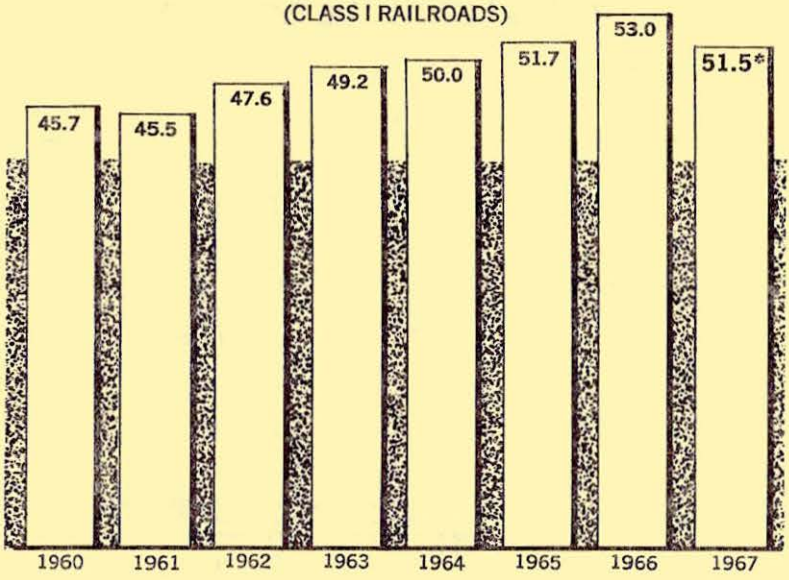
AVERAGE DAILY FREIGHT CAR MILEAGE

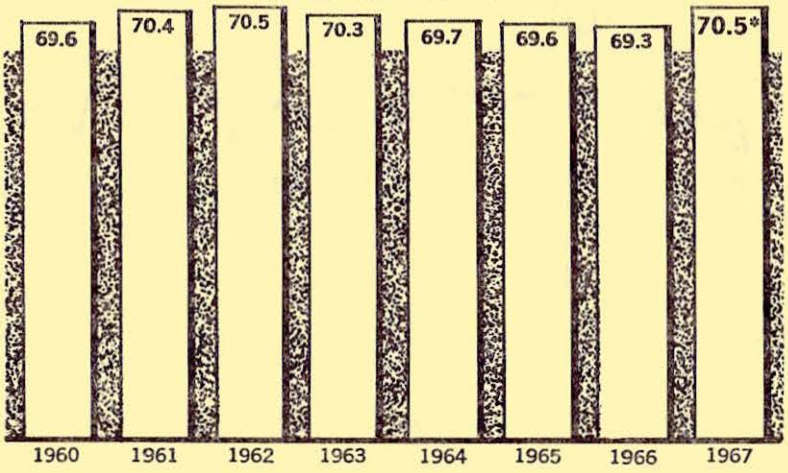
(CLASS I RAILROADS)



Source: Economics and Finance Dept., AAR. *Preliminary.

CARS IN THE AVERAGE FREIGHT TRAIN

(CLASS I RAILROADS)

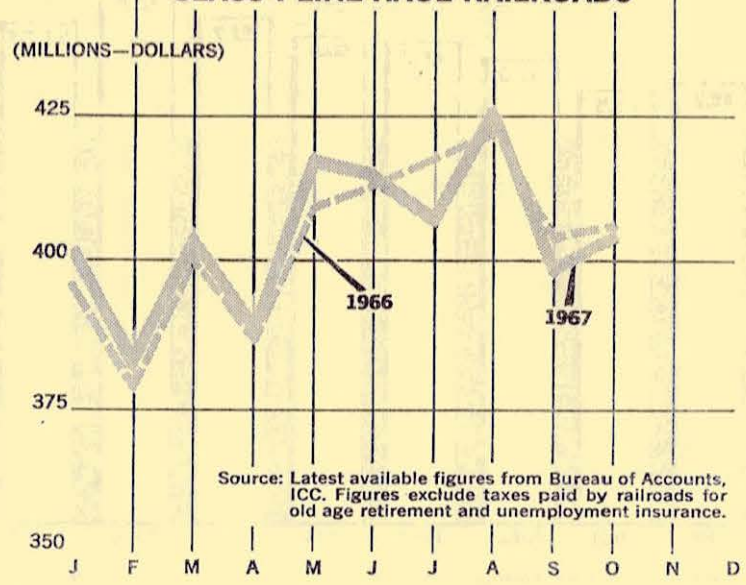


Source: Economics and Finance Dept., AAR. *Preliminary.

Current statistics

Net income	
9 mos., 1967	$342,200,000
9 mos., 1966	659,900,000
Carloadings, revenue freight	
9 wks., 1968	4,492,000
9 wks., 1967	4,637,220
New freight cars on order	
Feb. 1, 1968	24,893
Feb. 1, 1967	51,450
New freight cars delivered	
1 mo., 1968	4,713
1 mo., 1967	7,217
Serviceable cars	
Feb. 1, 1968	1,401,643
Feb. 1, 1967	1,421,406

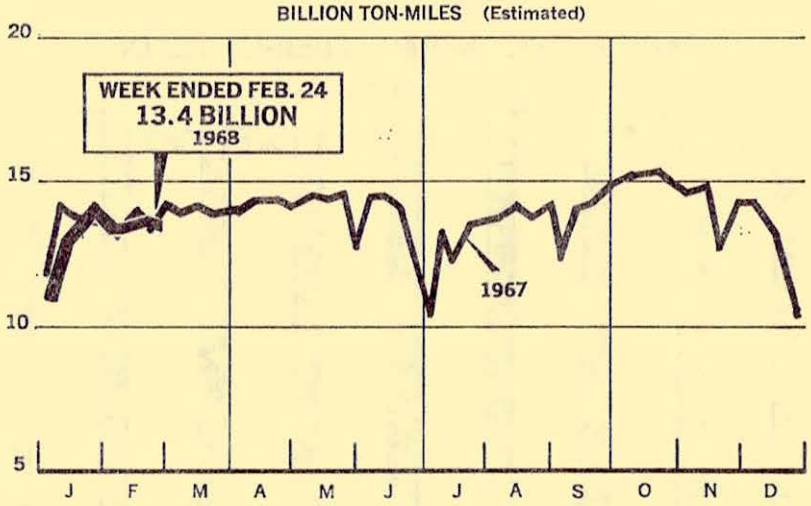
WAGE STATISTICS—
CLASS I LINE-HAUL RAILROADS



Source: Latest available figures from Bureau of Accounts, ICC. Figures exclude taxes paid by railroads for old age retirement and unemployment insurance.

RAIL FREIGHT TRAFFIC TRENDS

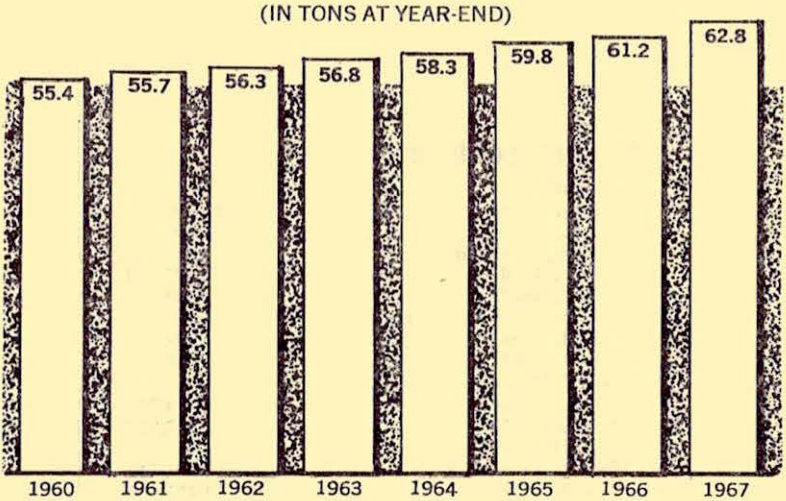
BILLION TON-MILES (Estimated)



Source: Association of American Railroads

AVERAGE FREIGHT CAR CAPACITY

(IN TONS AT YEAR-END)



Source: Economics and Finance Dept., AAR.

MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended Mar. 2 totaled 533,755 cars, the Association of American Railroads announced on Mar. 7. This was an increase of 33,812 cars, or 6.8%, compared with the previous week; a decrease of 604 cars, or 0.1%, compared with the corresponding week last year; and a decrease of 11,081 cars, or 2.0%, compared with the equivalent 1966 week. Ton-miles generated by carloadings in the week ended Mar. 2 are estimated at 14.4 billion, an increase of 1.9% above the corresponding week of 1967, and 3.4% above the 1966 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Mar. 2

District	1968	1967	1966
Eastern, including Allegheny and Pocahontas ..	210,109	207,390	225,903
Southern	118,875	118,753	110,757
Total Eastern and Southern Districts	328,984	326,143	336,660
Northwestern .	60,551	62,630	58,921
Central Western	105,525	107,396	108,284
Southwestern .	38,695	38,190	40,971
Total Western Districts	204,771	208,216	208,176
Total All Roads	533,755	534,359	544,836
Commodities:			
Grain and Grain Products	45,676	52,118	55,946
Livestock	1,213	1,390	1,645
Coal	104,179	106,750	106,813
Coke	8,597	7,132	8,531
Forest Products	41,487	41,873	37,117
Ore	16,165	17,982	17,701
Merchandise l.c.l.	4,338	5,222	6,516
Miscellaneous .	312,101	301,892	301,567
Mar. 2	533,755	534,359	544,836
Feb. 24	499,943	504,271	536,003
Feb. 17	516,730	530,212	537,702
Feb. 10	504,136	499,688	534,350
Feb. 3	502,365	519,703	487,617
Cumulative total, 9 weeks	4,492,000	4,637,220	4,743,236
Estimated revenue ton-miles (billions) 9 weeks	120.3	121.4	120.8

PIGGYBACK CARLOADINGS. — U. S. piggyback loadings for the week ended Feb. 24 totaled 24,064 cars, carrying 39,093 trailers, compared with 22,321 cars, carrying 36,823 trailers, in the corresponding 1967 week. Loadings for 1968 up to Feb. 24 totaled 185,171 cars, carrying 305,667 trailers compared with 170,282 cars, carrying 276,587 trailers, in the corresponding period of 1967.

IN CANADA

Carloadings for the seven-day period ended Feb. 14 totaled 66,624 cars, compared with 67,431 for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd. from Connections
Totals for Canada		
Feb. 14, 1968	66,624	23,975
Feb. 14, 1967	69,150	26,146
Cumulative Totals		
Feb. 14, 1968	412,800	145,410
Feb. 14, 1967	440,828	154,818

FREIGHT-TRAIN CARS

● *Great Northern.*—Ordered 100 59½-ft 100-ton wood chip cars from Gunderson Brothers Engineering for delivery beginning in May. Cost of the order is believed to be approximately $1.5 million.

● *Orders and deliveries.*—The following tabulation of freight cars delivered and ordered in January, and the backlog of cars on order and undelivered on Feb. 1. (summarized on p. 33 of the March 4 Railway Age), has been released by the American Railway Car Institute and the Association of American Railroads.

FREIGHT TRAIN CARS DELIVERED IN JANUARY AND BACKLOG OF ORDERS ON FEBRUARY 1 — ALL RAILROADS AND PRIVATE CAR LINES

Delivered

	Jan. 1968	Dec. 1967	Jan. 1967
Total Delivered	5,573	7,276	8,231
Built new by Car Builders	3,871	3,991	5,929
Built new in R.R. Shops	842	1,496	1,288
Built new—total	4,713	5,487	7,217
Rebuilt	860	1,789	1,014

Ordered

Total Ordered	5,963	9,704	4,364
To be built new by Car Builders	3,637	4,557	1,743
To be built new in R.R. Shops	1,130	4,039	312
To be built new—total	4,767	8,596	2,055
To be rebuilt	1,196	1,108	2,309

On Order and Undelivered

	Feb. 1, 1968	Jan. 1, 1968	Feb. 1, 1967
Total on Order	34,350	34,038	62,125
To be built new by Car Builders	14,024	14,276	38,943
To be built new in R.R. Shops	10,869	10,641	12,507
To be built new—total	24,893	24,917	51,450
To be rebuilt	9,457	9,121	10,675

PIGGYBACK

● *Santa Fe Trail Transportation.*—This wholly owned subsidiary of Santa Fe has ordered 600 containers and bogies for TOFC/COFC service at a total cost of about $6.5 million. Fruehauf will build 300 40-ft refrigerated containers; Strick will build 300 40-ft dry-van units. Deliveries are expected to begin in April.

FOREIGN

● *The Netherlands.*—Exclusive manufacturing rights of Trailmobile (Division of Pullman, Inc.) products in the Benelux (Belgium, The Netherlands, Luxemburg) territory has been granted to van der Ploeg's Fabrieken "Pacton" of the Netherlands. The Dutch company is the third largest truck manufacturer in the Netherlands.

NEW FACILITIES

● *Baltimore & Ohio.*—Ordered centralized traffic control equipment from General Railway Signal to control 15 remote locations of the 125-mile Buffalo Division between Punxsutawney, Pa., and Ashford, N.Y.

YOU OUGHT TO KNOW

New coal car is developed in Canada

This newly designed railway coal car was specifically conceived to haul Alberta coal more economically to British Columbia ports for ocean shipment to Japan. It was jointly developed by Hawker Siddeley Canada Ltd. and The Steel Co. of Canada. The car, called "Bulkmaster," has an open top and is of stressed skin construction. Hence, the sides of the car contain the load and function as an underframe. This permits use of a lighter underframe and reduces over-all tare weight. Additional features are new bi-directional automatic dump gates, developed by Continental Railway Supply Co. The car will be tested by the Canadian National and the Canadian Pacific. It can be used to haul various kinds of bulk commodities in unit-train service.

Safety report for 1967 is issued

Figures just released by the Department of Transportation show that 12 passengers were killed in train and train-service accidents in 1967, compared with 23 deaths in 1966. Passengers injured last year totaled 1,047, compared with 1,244 in 1966. Last year 167 employees on duty were killed and 17,299 were injured, compared with 159 deaths and 18,195 injuries in 1966.

GTW "navy" puts on a third ship

Grand Trunk has added a third car ferry, the "City of Milwaukee," to its regular two-ship Lake Michigan fleet. Reason: Need for extra capacity on the Muskegon-Milwaukee route to clear up a backlog of empties created by traffic growth on the line. The third ferry will remain in service until the end of March, when it will go to Detroit, Toledo & Ironton under a lease arrangement for use while DT&I's vessels are in for annual inspection.

New York railroads and unions back crossing-safety bill

Representatives of railroad management and labor in New York State have formed a joint committee in support of legislation designed to reduce highway grade crossing accidents. One bill now before the Legislature would authorize the installation of stop signs at crossings throughout the state; another would route motor vehicles carrying dangerous or inflammable cargo away from grade crossings. The committee, composed of representatives of member roads of the New York State Railroad Association and the operating brotherhoods, has also kicked off a crossing-safety educational campaign. So far, the committee has distributed 80,000 copies of a pamphlet entitled, "Safe at the Crossing." Other aspects of the campaign include printing a Spanish-language pamphlet warning of the dangers to children of playing on or near railroad tracks and yards, and a special film warning of grade-crossing accidents.

GTW-CN add weight to a slogan

It's not exactly a "man - bites - dog" story — but it's close: Grand Trunk-Canadian National are opening a new, street-floor city passenger ticket office in Chicago. It's one more evidence, says GTW Vice President and General Manager John W. Demcoe, that GTW-CN really mean their slogan, "We like passengers." The two roads believe, says Demcoe, that "businessmen and other travelers will respond to good equipment, schedules and courtesy. We intend to make every effort to develop passenger business on Grand Trunk, just as CN is doing in Canada."

BRT and SUNA slug it out on the union-shop issue

There's something about the union-shop provision of the Railway Labor Act that makes testing somehow irresistible—and two old foes, the Brotherhood of Railroad Trainmen and the Switchmen's Union of North America, are giving it another try.

In their most recent confrontation, they've gone through U.S. District Court and the U.S. Court of Appeals for the Seventh Circuit. Result: Victory for the BRT in the lower court, reversal in favor of SUNA on appeal.

The case developed on the Milwaukee Road. Since passage of the Railway Labor Act in 1926, the BRT has been bargaining agent for Milwaukee yardmen. But a number of yardmen have preferred to hold membership in SUNA, instead of in the BRT. This, they figured, satisfied the union-shop agreement as previously interpreted.

● **A case builds up.** Then, things began to happen:

—SUNA filed a petition with the National Mediation Board for a yardmen's representation election.

—Two days later, the BRT served notice on the railroad for modification of the agreement to provide that yardmen must hold BRT membership.

—The Milwaukee and the BRT reached a settlement. The amendment agreed upon provided that "the right of a yardman, who does not hold interchangeable rights, to acquire or hold membership in an organization shall be confined to the Brotherhood."

—SUNA and six of its members filed suit for a judgment declaring the new agreement void.

The district court dismissed SUNA's complaint, on grounds that SUNA did not support the bargaining agreement's grievance committee and had no obligation to the Milwaukee's employees. The BRT won backing for its argument that the RLA union-shop provision should be restrictively interpreted.

● **Then, a reversal.** SUNA, however, contended that the membership requirement of the Act's union-shop clause could be satisfied by membership in any organization national in scope and organized in accordance with the Act, and which admits to membership any employee in a craft covering any of the services designated. It was this argument that won the appellate court's verdict.

Now, perhaps, the stage is set for another review of the union shop by the U.S. Supreme Court.

In turning down the BRT argument, the appeals court noted that "the union shop agreement signed by the Milwaukee and the Trainmen does not permit yard-service employees to maintain alternate membership in SUNA. Under the agreement, all operating-craft employees must belong to the Trainmen unless they belong to another union which is national in scope and has a contract with the Milwaukee and unless the particular yardman concerned has interchangeable rights. . . . Under this agreement, a yard-service employee's membership in SUNA cannot serve as a substitute for membership in the Trainmen since SUNA has no contract with the Milwaukee and since most yard-service employees do not have interchangeable rights."

The three-judge court relied heavily on the legislative background of the union-shop provision.

● **'Absurd interpretation.'** As the court puts it, "we think it would be absurd to interpret away the literal language [of the union-shop provision] by reading it as though it said almost exactly what was said in a proposal which was rejected at committee hearings and which places members of SUNA in the dilemma of choosing between compulsory dual unionism or a compulsory change from their own craft union to the Trainmen. Each horn of this dilemma was rejected by Congress in 1950 [when the provision was adopted]."

● **A broader dispute?** The BRT-SUNA Milwaukee case isn't the only one at issue. The two unions are also battling on Erie Lackawanna. And, in their rivalry, there may also be significance for the continuing competition between the two engine-service unions, the Brotherhood of Locomotive Engineers and the Brotherhood of Locomotive Firemen & Enginemen.

To a large extent, none of the rival unions has been able to manage substantial, meaningful membership gains through representation elections. A gain in one election has been balanced by a loss in another—and the union-shop challenge may represent another kind of approach to union one-upmanship.

The irony of the situation, as some observers see it, is that the BRT and SUNA are locked in these contests—at the same time they, along with the BLF&E and the Order of Railway Conductors & Brakemen, are working rapidly and with apparent sincerity toward a merger agreement. ■

Freight and Passenger Car Charts

These charts are very helpful to AAR billing clerks, mechanical engineers, purchasing and stores personnel, car inspectors, write-up men, car foremen, and anyone else who needs a knowledge of car parts and their relation to each other.

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LETTERS FROM READERS

Transportation companies

Tuscaloosa, Ala.

To the Editor:

The concept of the transportation company is one which you and many others have been pushing in recent years. At one time I firmly believed it to be in the best interests of the economy to have such companies. Now I have serious doubts.

One of the more interesting service innovations introduced recently is Santa Fe's "Super C." This offers some serious competition for air and motor freight and only time will tell of its success or failure. But I raise a question: How anxious would Santa Fe have been to develop this new service if it owned a cargo-carrying airline and/or motor freight company? I suggest that such a project might have been killed in the interest of protecting its other services.

If we are to have transport companies, I think the only way they can truly be successful is to pattern them after General Motors: semi-autonomous divisions competing against each other. This may be the only way to preserve the initiative to develop new services and improve the present ones.

Thomas Kopriva

Mail handling

Oneida, Tenn.

To the Editor:

I am delighted to see your article on the speed of mail handling ("As the Editor Sees It," RA, Feb. 12, p. 19). We have poorer, slower service, at a much higher price, than ever. Mail that we would have ordinarily received overnight takes two or three days.

Not many months ago mail came into this town from two directions by day and two directions by night. Today it comes in from one direction around 6 or 6:30 a.m. and that's it for the day.

Notice put out for a Directors' meeting in this town, mailed on Friday reminding that the meeting was set for 10 a.m. next Tuesday, was delivered 17 miles away, across the state line, at 10 a.m. Tuesday.

We have received repeated Government issues of information with special air mail handling that had no great urgency for haste, in the first place, and no thought for the fact that most of us would not live where point to point air mail service would possibly be available in the second place.

If rail passenger service had any special need for "additional tacks in the coffin" the Post Office Department certainly did a good job of contributing their part.

Sam A. Blair
Vice President and General Manager
Tennessee Railroad Co.

(The editorial referred to was inserted in the Congressional Record Feb. 15 by Sen. Gordon Allott, R.-Colo., a longtime champion of the RPO car. In a speech on the floor of the Senate, Senator Allott called the Railway Age editorial "an outstanding contribution to bringing the RPO controversy into focus."—**Editor**)

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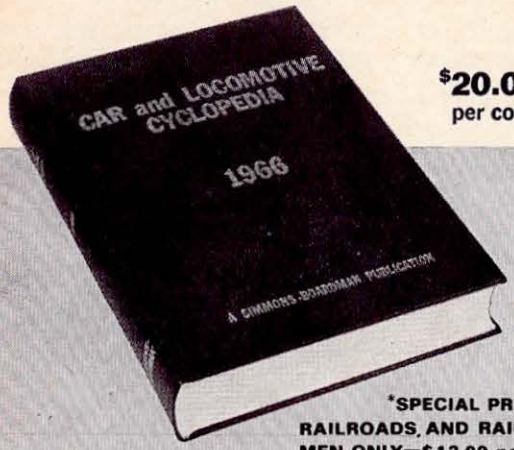

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VIEWPOINT

We have passenger-train champions...

The importance of moving people efficiently from Point A to Point B is now well understood in Congress—and there is growing recognition that trains are better equipped to do this job than anything that has so far come down the pike.

Unfortunately, this recognition came too late to save the long-distance passenger train (which, in any case, has been all but done in by those great turnpikes in the sky). But it has caused a significant revival of official interest in passenger trains as the prime movers of people in and around cities, and in thickly populated corridors.

For this, we must in large part thank such tireless champions of rail travel as Senator Claiborne Pell of Rhode Island, who led the successful fight for high-speed train tests in the Northeast Corridor; and Senator Harrison Williams of New Jersey, who helped guide the federal mass-transit program to victory.

These men, and colleagues who rallied to their common-sense arguments, did their homework well. And the results have been impressive.

But who will speak for freight?

People movement is, however, only a part of the transportation picture, though an important part.

Who in Congress speaks for the freight railroads? When questions affecting freight transportation arise, who argues the case of trainload vs. truckload as eloquently as Senators Pell and Williams argued passenger-train vs. auto?

The fact is that while the truck lines and the barge lines have their standard bearers on Capitol Hill, the railroads have none—at least none so well known and influential.

Hearings now under way in the Senate provide an instructive and troubling case in point. A subcommittee of the Senate Committee on Public Works is considering legislation—S. 2658—which would, in effect, grant truckers the right to operate veritable trailer-trains on the new Interstate Highway System (RA, Feb. 12, p. 29).

The motor-carrier industry, not surprisingly, is waging an impassioned battle in favor of this legislation. Senator Warren Magnuson of Washington has persuasively pleaded the case for the truckers. As chairman of the powerful Commerce Committee he is not an adversary to be regarded lightly.

But who in Congress has stood up to present the case for that mode of transport which is prepared to operate trains not over publicly-provided facilities already congested with private automobiles but over a privately-financed and restricted right of way? Who in Congress has seized this opportunity to underscore the inherent efficiency of railways as prime movers of freight?

The arguments against this bill are so obvious, purely from the standpoint of the public interest, that we can be hopeful they will prevail. But whatever happens to S. 2658, it has served to illuminate, again, the failure of our industry to put across the story in high places that the *freight railroads* have a vital and irreplaceable role to play in space-age America.

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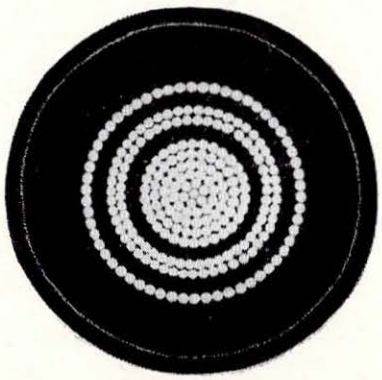

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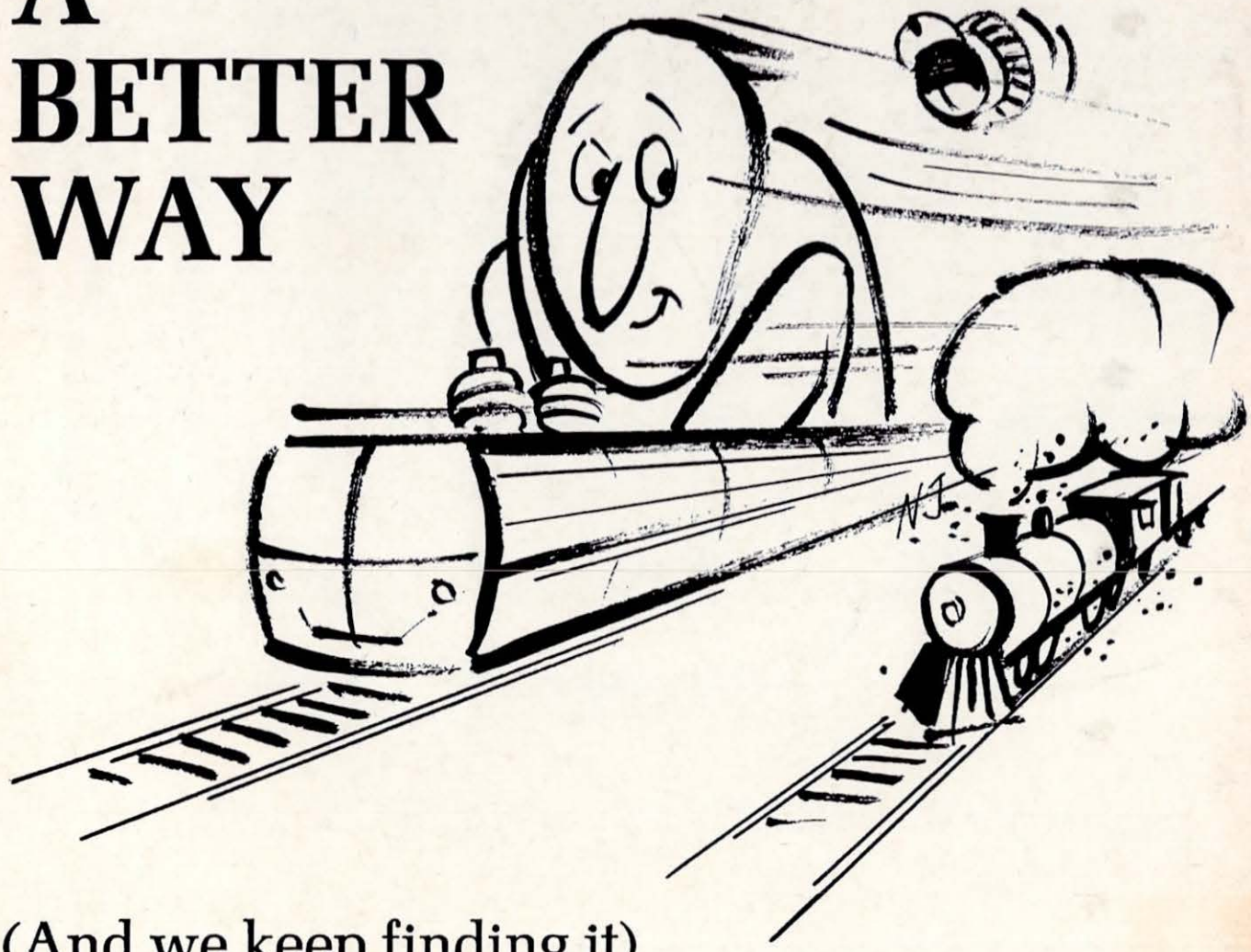

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